

OPINION

INTERNATIONAL **Herald Tribune**

Published With The New York Times and The Washington Post

Purged: Wu, Wang, Su

Most Messrs. Wu, Wang and Su. If they were Russians, Americans would have heard of them. But they are Chinese, and Americans prefer to think positively about reform in China; China's leaders like that, too. A more even view, while not as pleasant, would serve both America and China better.

Government Joins In

If Sematech works, it is likely to become an influential precedent for cooperation between the U.S. government and private companies in research and development. Sematech is being established to do something about the industry's weak point: inadequate manufacturing technology.

Speech Is Not a Crime

The U.S. decision to close a PLO information office in Washington was wrong. A campaign has been on in Congress to force the closing of this office and a similar one in New York attached to the PLO observer post at the United Nations.

The Reagan Party's Over

Congressional conferees have agreed on what amounts to a new budget for the next fiscal year. The \$23 billion in deficit reduction it would require is a good deal less than promised in the budget resolution adopted in June.



Japan: Read the Lineups and Then Watch Closely

TOKYO — Anyone who has ever played that treacherous game of wits called Diplomacy will recognize the dilemma: To avoid defeat one must have firm alliances, but the ultimate winner is the player most willing to betray those alliances.

Technology: Toward One Big Information Society

BERLIN — This outpost of the West, deep within East Germany, once seemed a dying city, its boundaries fixed and its economy disintegrating. From 1970 to 1983, West Berlin lost 108,000 jobs from its manufacturing sector, and many of its skilled workers were moving out.

Without the Spirit, the Letter Is Empty

CAMBRIDGE, Massachusetts — "You know the rule: No sugary snacks before dinner." "But Daddy, my son said 'platinium', chocolate all over his face. 'Six wasn't a snack. It was just a few cookies. It wasn't sugary. The package said it was natural. And, besides, I didn't eat them before dinner. It's 5 o'clock and dinner isn't till half past 6.' Since then, the family snack rule has become more specific.

The Policies Have to Be Argued Out

WASHINGTON — Along came the 200th birthday of the Constitution last Thursday just when we could use an occasion for fresh judgment of the great and abiding question of constitutional government posed anew by the military actions that Ronald Reagan has taken, without formally consulting Congress, in Grenada, in Lebanon, in Libya and now in the Gulf region.

The World Needs Genetic Engineering

PEOPLE have learned that taking care of the human body can prolong life, but we have not begun to figure out how to care for the planet that sustains us, and we are running out of time. Humanity needs all the resources we can muster, including recombinant DNA technology.

IN OUR PAGES, 75 AND 50 YEARS AGO

1912: For Tariff Reform NEW YORK — Wilbur Wakeman, secretary of the American Protective Tariff League, applauds the fight of the British automobile manufacturers for a protective tariff. He said (on Sept. 21): "I hope this is the entering wedge for adequate protection of British products by Great Britain and her colonies. A similar reform is necessary in Germany, France, Italy and Russia. The nations must come to the Protective idea or they will be in trouble. Tariffs on the Continent are grossly discriminatory. American products, such as automobiles, safety razors, sewing machines and typewriters, are sold, as a rule, no cheaper in Europe than in America. The trend in this country is toward lower tariffs. If this sentiment should succeed it will prevail only for a short time. The American people will soon come back to the Protective policy."

in the Oppo... Senator Out of... By William S... impression of... Kennedy came... national bits and... television news... could be misled... year, Northwest is offering... flights than ever before... European airports - Copenhagen, Glasgow Prestwick, London Shannon and Stockholm. Two... cities of Minneapolis/St. Paul... Northwest's US domestic...

OPINION

And in the Opposite Corner, A Senator Out of His Depth

By William Safire

WASHINGTON — Anti-intellectualism is no longer the sole province of right-wing yahoos; it is now the refuge of the darling of the Charles River Gang.

If your impression of Senator Kennedy came from sound bites and confrontational bits of the network television news, you would be misled.

Mr. Kennedy is unable to function without a text prepared by his talented staff, because he cannot articulate his thoughts, or because his thoughts lack profundity.

Mr. Kennedy is unable to function without a text prepared by his talented staff, because he cannot articulate his thoughts, or because his thoughts lack profundity.

Mr. Kennedy is unable to function without a text prepared by his talented staff, because he cannot articulate his thoughts, or because his thoughts lack profundity.

Mr. Kennedy is unable to function without a text prepared by his talented staff, because he cannot articulate his thoughts, or because his thoughts lack profundity.

Mr. Kennedy is unable to function without a text prepared by his talented staff, because he cannot articulate his thoughts, or because his thoughts lack profundity.

witness pointed this out, the flustered inquisitor seemed to come apart. Senator Joseph Biden, the committee chairman, hastened to the rescue, asking additional questions until Mr. Kennedy could take it from the top of his script.

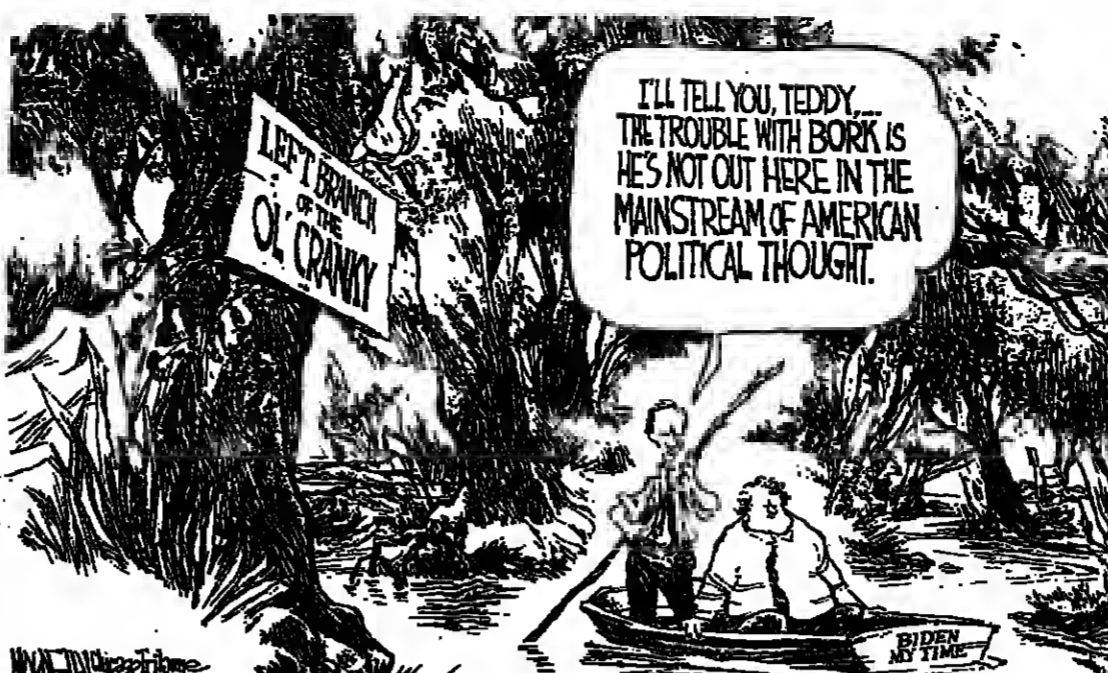
That was irony in the fire: There was Mr. Biden, his candidacy endangered for plagiarizing the speeches of others, bravely demonstrating his ability to extemporize intelligently — to save from embarrassment the brother of one of the men from whose speeches he borrowed.

Unlike Mr. Kennedy, Mr. Biden is not an overstuffed empty suit whose sound bite is worse than his bark. The Biden approach has been to espouse "marital privacy," as if that had come under attack.

Mr. Biden is unable to function without a text prepared by his talented staff, because he cannot articulate his thoughts, or because his thoughts lack profundity.

Mr. Biden is unable to function without a text prepared by his talented staff, because he cannot articulate his thoughts, or because his thoughts lack profundity.

Mr. Biden is unable to function without a text prepared by his talented staff, because he cannot articulate his thoughts, or because his thoughts lack profundity.



because he knows "privacy" has become the code synonym for abortion. Both the blatant Kennedy sound-biting and the restrained Biden demagoguery are, in different styles, anti-intellectual. Fortunately, not all questioners were staring decisively at the yahoos, demanding that Judge Bork promise to stick to precedent.

Senate at work befitting the Constitution's bicentennial, Paul Simon, Robert Byrd and Arlen Specter used their own minds to joust with the nominee on great questions of judicial power. Nobody had to hand them little slips.

and by shrinking from mind-to-mind combat, Edward Kennedy revealed himself again to be one of T.S. Eliot's hollow men, gesture without motion. What a week. The nominee's depth of intellect and quality of personal integrity was defined by the shortcomings of the leader of the opposition to him.

Messy Desk? Young Divinity And Science Both Approve

By George F. Will

WASHINGTON — The Divinity (a.k.a. Victoria Will) will soon be seven, which philosophers call the age of reason. Fat lot philosophers know about young girls.

MEANWHILE
nooks after school we cowl sit across from each other at a huge old (new to me) "partners desk" with drawers on each side.

Mr. Kenner says: Consider my desk. I take a reference book from a shelf and, knowing I will refer to it again soon, I leave it on my desk for oow. Add these notes for the essay I'm writing — I turn them frequently so I'll leave them here for now. Soon the "for nows" accumulate, and so does the stuff.

Mr. Kenner says: Consider my desk. I take a reference book from a shelf and, knowing I will refer to it again soon, I leave it on my desk for oow. Add these notes for the essay I'm writing — I turn them frequently so I'll leave them here for now. Soon the "for nows" accumulate, and so does the stuff.

Mr. Kenner says: Consider my desk. I take a reference book from a shelf and, knowing I will refer to it again soon, I leave it on my desk for oow. Add these notes for the essay I'm writing — I turn them frequently so I'll leave them here for now. Soon the "for nows" accumulate, and so does the stuff.

Mr. Kenner says: Consider my desk. I take a reference book from a shelf and, knowing I will refer to it again soon, I leave it on my desk for oow. Add these notes for the essay I'm writing — I turn them frequently so I'll leave them here for now. Soon the "for nows" accumulate, and so does the stuff.

LETTERS TO THE EDITOR

Bork: Questions of Philosophy, but Also of Character

Thank you for printing the views of A.M. Rosenthal and William Safire on the nomination of Judge Robert Bork to the U.S. Supreme Court. Mr. Rosenthal's opinion column, "Bork: Grounds For Stomach-Deep Doubt" (Sept. 16), is directed to Judge Bork's judicial philosophy. But Mr. Safire, in the tradition of his former boss, Richard Nixon, directs a venomous personal attack against those who oppose the nomination.

Malaysia's Death Penalty

A Malaysian court's decision to condemn Lorraine Phyllis Cohen to hang for drug trafficking and to sentence her son, Aaron Shelton, to life for possession of heroin (photo and story in Sept. 2 editions) is no less than a barbarous outrage of the most extreme proportions.

Letters to the Editor

Regarding "Fired Mayor Re-elected in Belgium" (July 30, second edition only): Your news report said that "the Fourons" is "a cluster of villages over the Dutch border where most of the 4,000 inhabitants speak French."

Look who gives you so much more of America.

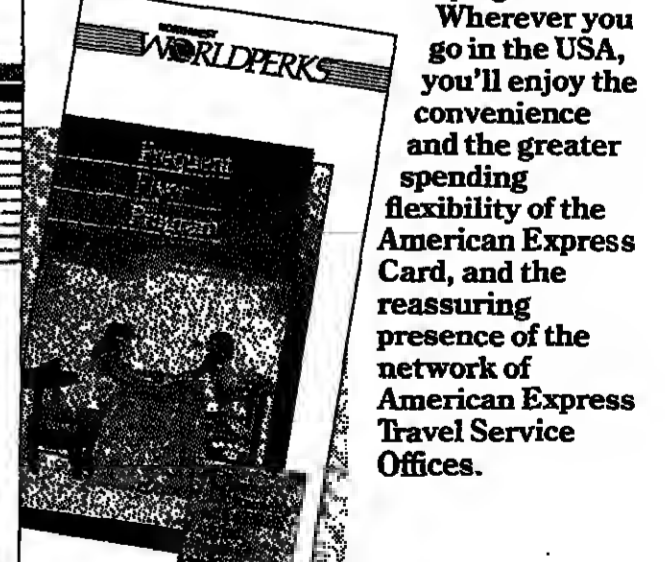


If you are visiting several USA cities, a multi-coupon Northwest Visit USA Pass, purchased before leaving Europe, can offer valuable fare savings.

This year, Northwest is offering more Transatlantic flights than ever before from eight major European airports — Copenhagen, Dublin, Frankfurt, Glasgow Prestwick, London Gatwick, Oslo, Shannon and Stockholm.

Northwest Airlink services offer convenient connections to almost 200 cities across America. And Northwest warmly welcomes the American Express® Card for all your ticket charges.

Call us! For details of Northwest flights, fares and special promotions in your area, contact your travel agent or call any of the following Northwest offices:



Look to us. NORTHWEST

ARTS / LEISURE

A True Seeker And Saxophonist

By Mike Zwercin
International Herald Tribune
PARIS — When Charles Lloyd was 10 years old he had this image of Bird as someone who could really fly through the air.

'shrine' at Graceland, people saying 'he was God for me,' is unreasonably garish. Because at the same time there's this rich musical heritage down there that somehow always gets ignored because of its pain.



Charles Lloyd: Wanted to dive deeper.

Young Lloyd learned from Phineas Newborn, George Coleman and Booker Little who played their unpackaged outlaw music on Beale Street. By the age of 12, he was working with the bluesmen Johnny Ace, Bobby Blue Bland and Howlin' Wolf.

place there was nowhere else for it to go." He bought a beach house in Malibu in which to seek.

trucciani, a 17-year-old French pianist with a rare bone disease.

ESCADA in Paris at special export prices Marie-Martine

Among the riches of Beverly Hills, a little gem of a hotel.

The Beverly Pavilion is one of two small, fashionable Beverly Hills hotels that are run in the European style.

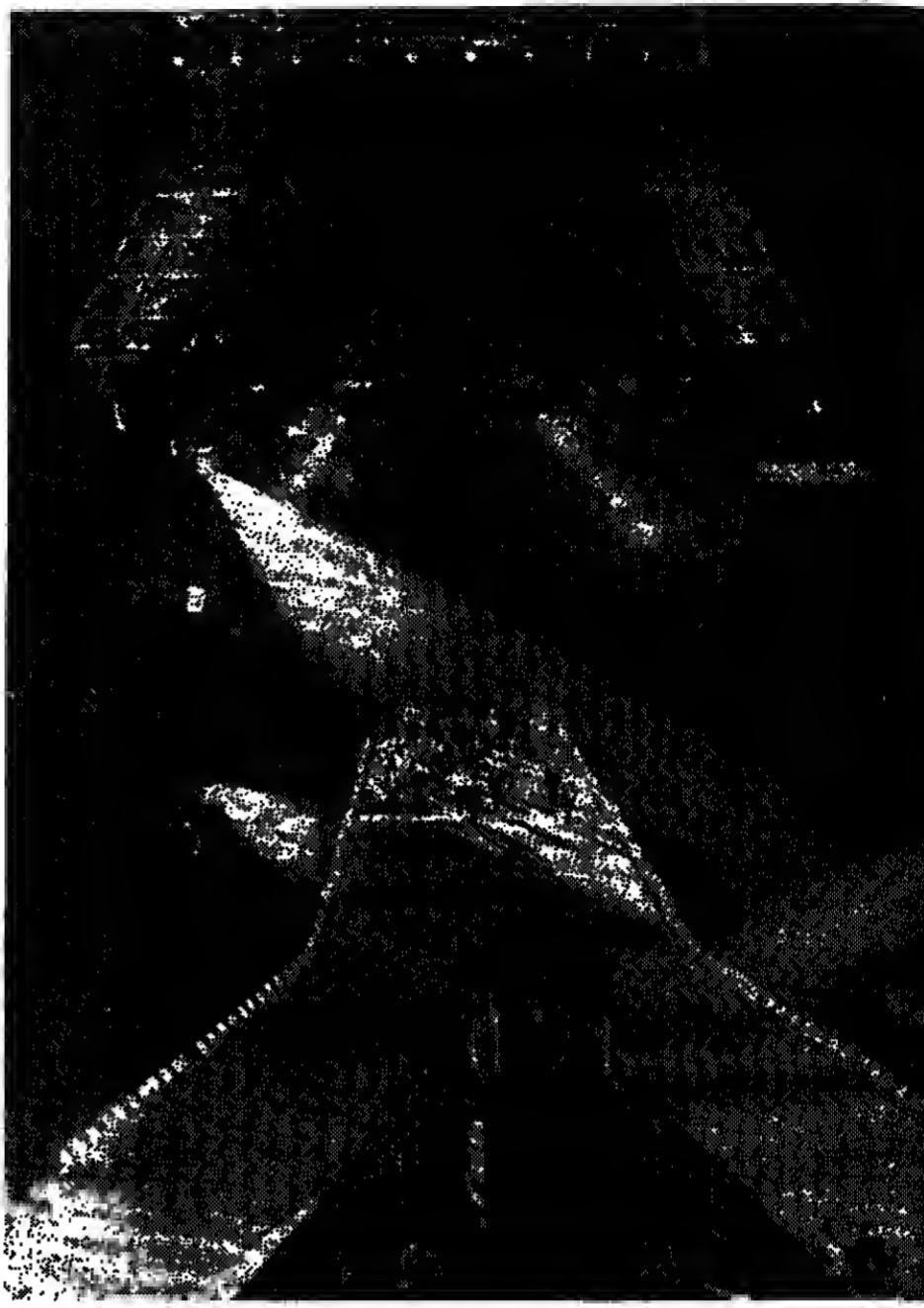


BEVERLY PAVILION A Max Baill Hotel 9360 Wilshire Blvd., Beverly Hills, CA 90212. Tel: 691 3666.

Fashion Industry's Olympics

By Barbara Bright Reuters

PARIS — France, eager to hold onto its claim as the world's fashion mecca, staged a two-hour spectacular Saturday night that had as much in common with an Olympic Games opening as a fashion show.



Models parade down the 200-meter runway at Trocadéro.

On a 200-meter (about 650-foot) catwalk across the Trocadéro fountains at the Palais de Chaillot, 900 models paraded clothing from five continents, accompanied by fireworks, laser beam special effects, dancers, camels, Cadillac convertibles and rickshaws.

The 20-million-franc (\$3.3-million) event, called the second International Fashion Festival, was organized by the French designer Daniel Hechter, with the support of the French fashion industry.

Several thousand spectators watched the show from grandstands built on either side of the catwalk or standing under the Eiffel Tower across the Seine.

The United States introduced its ready-to-wear fashions with Elvis Presley music, wheeling the models up to the stage in fish-tailed Cadillac convertibles.

mid-point to do a Greek dance and throw flowers to the audience.

The third quarter of the extravaganza was devoted to French haute couture goods, furs, jewelry, and men's and women's ready-to-wear.

There's never been a guide to Asia like this. A unique and invaluable new IHT guide for the business traveler in Asia. Edited and written by senior IHT journalist Robert K. McCabe...

Algonquin Hotel Becomes Landmark

By Susan Heller Anderson New York Times Service

NEW YORK — The Algonquin Hotel, where literary figures of the 1920s held court at the Round Table, has attained landmark status.

The Algonquin Hotel played a significant role in the literary history of the city," noted Geoe A. Norman, the Landmarks Commission's chairman.

"It's such an honor," said Andrew Noble, the hotel's new general manager. "We're in excellent company."

The hotel is the fourth landmark on its block, the others being the New York Yacht Club, the Bar Association of the City of New York and the Harvard Club.

"I checked Harpo in," Celentano recalled. "He had his harp in a big crate, and we had a tough time getting it into the elevator."

Guests would complain when Alan Jay Lerner and Frederick Loewe kept them up composing songs for their new musical, "My Fair Lady."

DOONESBURY comic strip panels showing characters in a room.

Herald Tribune newspaper masthead and various headlines like 'Japanese Invasion in Europe' and 'Oil Prices Fall After OPEC's Shift on Output'.

The Inflight Newspaper is available on all Air France flights. As part of its inflight service, Air France distributes the International Herald Tribune to its passengers on all flights.

BU... THIS REPORT... Health Factor 11... First... Electronic Helpers 12... Etiquette 13... HA... DONT OF Clipp... eight... you... And... should... ARE... WE... and... decor... an aff... ARE... All... York... busin...

Health Advice ■ New Accommodation

The Disease Factor: Going Beyond Official Guidelines

By Ronald Katz

LONDON — If you are traveling to Pakistan from an "infected area," you have to present a cholera vaccination certificate to Pakistani officials on arrival. If you are headed for Senegal, you must be immunized against yellow fever unless you are under 12 months old.

This information can be gleaned from the booklet "Vaccination Certification Requirements and Health Advice for International Travel" that is put out by the World Health Organization (WHO). It gives a country-by-country rundown on the health documentation needed to cross borders.

But the WHO booklet and other government-sponsored advice sheets for travelers tend to be long on information about official health requirements and short on practical tips about how to keep from getting sick on trips.

"The official requirements have little to do with the health of the individual traveler," cautioned Dr. Richard Dawood. "They were set up to protect countries from imported diseases and not to protect you."

Dr. Dawood, a physician at London's University College Hospital, should know. His book, "Traveller's Health," now into its third printing, provides advice from 43 specialists on how to prevent and treat traveler's maladies ranging from blisters to viral hepatitis. The accent is on prevention.

"If you have to discuss treatment, that's already a sign of failure," he said.

Dr. Dawood's quarrel with the travel health information doled out by public bodies is that it is simplistic and incomplete.

"The WHO operates by consensus and only reports what individual countries allow it to," Dr. Dawood noted. "Some countries are sensitive about reporting health problems—witness the underreporting of AIDS in east and central Africa, for example—while others don't have the manpower to fight diseases, much less to report them to the authorities."

He cited the example of India, which requires travelers entering the country to present cholera and yellow fever certificates in certain cases. "That's not enough," he said. "I would also recommend the typhoid and hepatitis-B vaccines, and I could make a strong case for the rabies HDCSV vaccine, as well as for the vaccine against Japanese encephalitis if you're headed for rural areas."

His book contains an appendix estimating disease risks by geographical region, part of it culled from assessments made by doctors of tropical medicine in those regions. Some of the appraisals vary strongly with official recommendations. Before entering Colombia, for example, the WHO recom-

mends the perennial yellow fever vaccination if you are visiting certain areas and cautions against malaria risk in regions under 800 meters (2,616 feet) in altitude.

"Traveller's Health," by contrast, lists a high risk of typhoid, shigellosis, amoebiasis, dengue and hookworm in its assessment of risks in the same country.

Dr. Dawood conceded that a regional approach has its limitations. That is why his book gives more than advice about vaccinations, which attack only a limited part of the problem, and is more than a list of do's and don'ts.

"If you tell someone not to drink the water and to be careful what he eats, that's not good enough. You have to inform him how to purify water when he has nothing else to drink and to educate him about the fundamental principles of hygienic food preparation," Dr. Dawood insisted.

He recommends four drops of tincture of iodine solution per liter of water as an effective purifier and insists that the most important point to remember about food preparation is that you should not eat prepared food in certain countries unless you are sure it has been freshly cooked.

"The longer the food sits around, the more chance it has of picking up bacteria," he said, "particularly in hot, humid climates where bacteria multiplies rapidly."

Dr. Dawood's book assumes that the traveler will ultimately have to look after himself. That can be tough for the business traveler, who may travel at the last minute and leave little time for immunizations to take effect or who may assume that, because he is staying in a five-star hotel, he will be protected.

"Expensive hotels offer no absolute guarantee of safety from poor hygiene," said Dr. Dawood, who advises the doubtful traveler to check out the kitchen for flies and to take other precautions, such as carrying a sharp knife to eat fruit he has peeled himself.

One delicate problem for the business traveler is how to refuse food diplomatically if it is served to him by an important client and if he suspects that it has been carelessly prepared. Dr. Dawood advises not to relax standards of food hygiene under any circumstances.

But if you are boxed in, he has other tips. It is better to eat a small amount on an empty stomach than a large helping on a full stomach; your gastric acids do offer some protection. And if you are forced to eat a questionable salad, douse it liberally with vinegar or lemon juice.

As "Traveller's Health" takes you through the catalogue of diseases spread by food, drink, poor hygiene, human contact, insects and animal bites, you may conclude you would be better off staying at home.

"That's not at all the aim,"

A Survival Kit

Dr. Richard Dawood suggests that travelers heading for high-risk destinations should carry, at a minimum, the following items (generic names are listed first, trade names are in parentheses):

- Anti-itcher remedies. For prevention: a chemical insect repellent containing diethyltolanamide (commonly known as "deet" or DET). For treatment: antihistamines such as terfenadine (Teldane, Triludan, or Sedane) to treat insect bites.

- Anti-diarrheal agents. For prevention: loperamide (Arrest, Imodium). For treatment: salt sachets to prevent dehydration.

- Anti-malarial agents. For prevention: depends on your destination and your medical history; travelers are advised to seek expert advice from malaria information services in their home countries. Some choices: chloroquine and/or proguanil (Paludrine). For treatment: quinine sulphate, 325mg tablets.

- Travel sickness remedies. Either cinnarizine (Sturgenon) or Transderm-Scop.

- Sleeping Tablets. Temazepam (Euhypnos, Normison, Restoril) in doses of 10mg.

- Sunscreen lotion. Either absorbent or reflective preparations will do, but travelers having sensitive skin should take along lotions with a sun protection factor (SPF) of at least 12.

- Water Purifiers. Tincture of iodine containing 2 percent iodine. It can also be used for treating cuts.

- Medical supplies. Stericaps and similar adhesive tapes for holding together edges of a clean gaping wound if medical care cannot be found.

Several spare needles and syringes in the event inoculations or transfusions are required in countries with suspect sterilization procedures. (These can also be used for dental anaesthetics.)

laughed Dr. Dawood, an avid traveler who has visited more than 60 countries. "It's to give you a commonsense approach to overcome the avoidable hazards that could spoil your trip."

But if you are still worried, the book even has a name for your anxiety: "parastipphobia," defined as "excessive worry about catching exotic or wormy diseases in the tropics."

"Traveller's Health" by Dr. Richard Dawood is published by Oxford University Press, 498 pages. Price £6.95 A U.S. version, entitled "How to Stay Healthy Abroad," will be published by Viking Press in January.

RONALD KATZ is a free-lance business journalist based in England.

All-Suite Hotels Move Into Australia

By Michael Richardson

MELBOURNE — Following a trend in the United States, hoteliers and property developers in Australia are paying increasing attention to the needs of travelers who make extended visits for business or pleasure, sometimes with families in tow.

In the United States, standard hotel expansion has slowed to about 7 percent a year, while construction of more spacious, self-contained accommodation is surging at a rate of 35 percent a year. Major American chains such as Hilton, Marriott and Sheraton have been diversifying into all-suite hotels. The world's largest hotel chain, Holiday Corp., has three all-suite groups as subsidiaries — Embassy Suites, Residence Inns and Hampton Inn.

In Australia, a number of entrepreneurs are convinced that there is a large niche to be filled in the travel trade by all-suite hotels and serviced apartments, studios and condominiums.

Robert M. Palmer, managing director of Melbourne-based Oakford Properties Pty. Ltd., said that many business travelers from within Australia and overseas, particularly those on extended stay, wanted accommodation that was "more like home than a hotel."

Oakford, with more than 200 serviced-apartments in Melbourne and nearly 50 in Sydney, has emerged as one of Australia's largest all-suite operators. Typical all-suites include a modern kitchen, a living room with an adjacent dining area, which business travelers can use as an office or for entertainment, and up to three bedrooms with bathrooms attached.

Becka Rowland-Buckley, her husband and young son were transferred from the United States to Melbourne and moved into self-contained accommodation to avoid the expense of a long-term stay in a standard hotel and the

They are 'more like home than a hotel'

strain of cramped quarters while they looked for a home.

"Unlike a hotel," said Mrs. Rowland-Buckley, "I found the apartment useful because I could cook our own meals and keep some normality in our family life." They stayed at an Oakford apartment for six weeks and for 135 Australian dollars (\$99) a day had two bedrooms, two bathrooms, a living room, dining room, kitchen and separate laundry.

Expansion for Oakford and other companies in the same field has been rapid in the past few years. A recent report on serviced apartments by Horwath & Horwath, an international management consultant group, found that, in Melbourne, 15 out of 16 properties surveyed had opened their doors in the past four years.

In Sydney, the report said, the serviced-apartment segment of the accommodation industry "currently is the major source of demand." All-suite units presently account for about 3 percent of Australia's hotel sector, but their share is growing fast.

Mr. Palmer said part of the appeal of this type of accommodation was that a two-bedroom luxury apartment cost about the same as a standard hotel bedroom with bathroom, and only half the cost of a standard hotel suite.

Oakford prides itself on the elegance of the furnishing and fabrics in its apartments, many of which have access to gardens, tennis courts and swimming pools.

In Brisbane, Greg Holmes, general manager of Pradella Services Pty. Ltd., another all-suite operator, commented: "We're offering people a lot more for a lot less."

All-suite owners can provide more room at relatively lower cost compared to standard hotels because their overheads are substantially less. Hotels in Australia, a high-wage country, find that profits are pared by labor costs, particularly for large restaurant, bar and cleaning staffs.

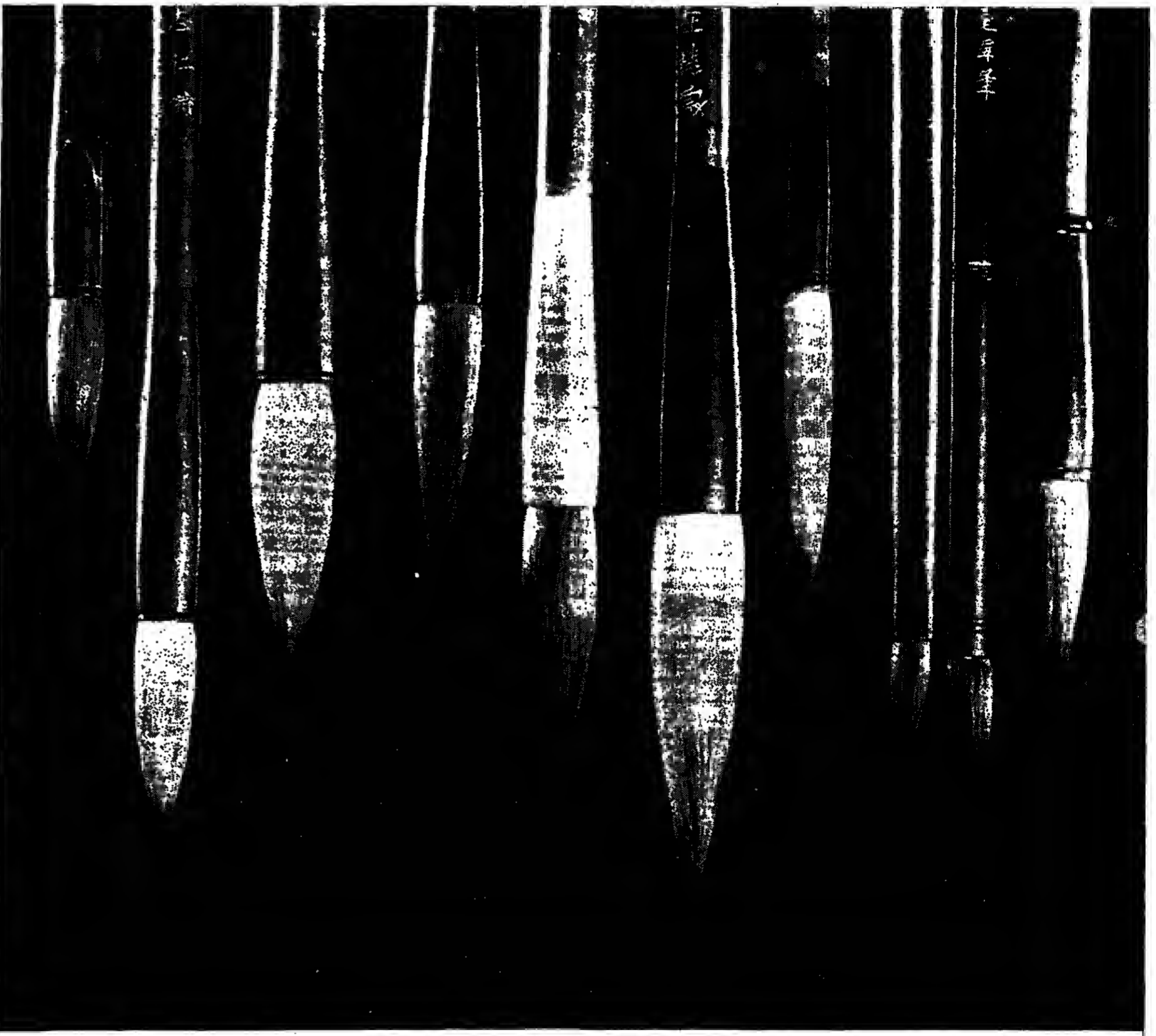
Mr. Holmes said that about 70 percent of his business came from corporate clients. Mr. Palmer said that 90 percent of Oakford's guests were business travelers.

Oakford, a privately owned venture, wants to raise money for expansion by floating shares on the Australian Stock Exchange in November and by attracting Japanese, U.S. and local venture capital. Mr. Palmer said Oakford planned to have more than 2,000 all-suite units in hotels and smaller apartment buildings in major cities in Australia and New Zealand by 1990.

Its present units are on the fringe, or close to, the Melbourne and Sydney business districts. The company plans to begin construction later this year of an all-suite hotel in the heart of Melbourne with facilities designed especially for corporate travelers.

The 12-story hotel will have 125 suites, each with between one and three bedrooms. There will be a club for visiting Japanese businessmen, with a Japanese restaurant and bar. The building will also have offices, business and convention facilities, a Western restaurant and a "New York delicatessen" providing either take-away food or groceries for long-staying guests who wish to cater for themselves.

MICHAEL RICHARDSON is the Southeast Asian correspondent for the International Herald Tribune and is based in Singapore.



The Right Touch of Chinese Tradition

For centuries Chinese artists have created masterpieces with the "maubi", the traditional Chinese brush. Meticulously maintained, each brush is a precious tool, carefully chosen for the softness and boldness of the artist's touch.

China Airlines is a part of that kind of tradition. In modern wide-bodied jets, skilled teams of flight and cabin personnel offer a unique blend of Western efficiency and Chinese hospitality. Service that, in itself, is a work of art.

WE TREASURE EACH ENCOUNTER



CHINA AIRLINES

Amsterdam • Anchorage • Bangkok • Dhahran • Fukuoka • Hong Kong • Honolulu • Jakarta • Kaohsiung • Kuala Lumpur • Los Angeles • Manila • New York • Okinawa • San Francisco • Seoul • Singapore • Taipei • Tokyo

Now you have... many hotels to choose from. But only one St. Regis.

St. Regis Sheraton
The quality of its guests is the signature of a great hotel.
Fifth Avenue at 55th Street, New York. The hospitality, people of I.T.T.
Toll-free in U.S. 1-800-853-8538. In W. Germany 0430-8535.
In London 01-493-4930. Telex 148368.

Bargain

Don't serve
wire staying

Safety ■ Services

A First-Class Hotel May Not Be Up to First-Class Security

By Sharon Warren Walsh

WASHINGTON — It is sometimes difficult for Robert A. Hogan to persuade the sophisticated employees of Bankers Trust Co. who travel abroad frequently that hotel security is something they should be concerned about in first-class hotels in world capitals.

Mr. Hogan, vice president of security services for the bank, has a litany of incidents, from the murder of a young banker at New York's Waldorf-Astoria Hotel and the fire at the Dupont Plaza Hotel in Puerto Rico to terrorist incidents involving businessmen, to illustrate his point.

In the three major areas of concern about safety — fire, criminal attack and terrorism — business travelers who stay in good hotels are no worse off traveling abroad than traveling in the United States, according to security experts.

Yet, these same experts acknowledge that hotel security needs vary widely from city to city, particularly in the top category of concern now — theft or other criminal acts.

"Rio is different from Zurich," said Mr. Hogan. "In Rio, we ask them to travel only in cars arranged by hotels and remind them that areas where there are tourist attractions are very dangerous."

Mr. Hogan advises employees of the bank on thousands of trips each year. He

said that when they are traveling to cities such as São Paulo, Bogotá, Seoul and Panama City, he makes sure that they are familiar with the city's problem areas and briefs them on crime and terrorism.

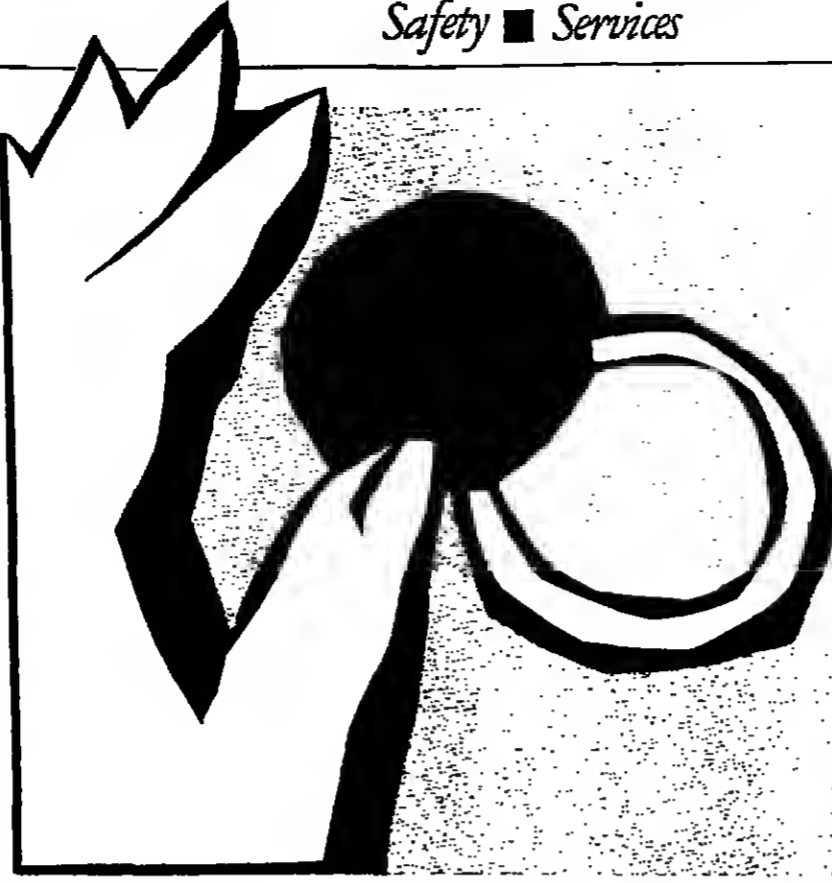
And, while concern about international terrorist incidents has abated somewhat in the last year, there still are a number of places where terrorist risks are high. Bankers Trust employees no longer travel to Lima, for example, because of high crime and terrorist incidents.

"Even though the business traveler may not be the target of the incident, he may be in the wrong place at the wrong time," Mr. Hogan said.

A security consultant, Jerry Hoffman, president of ASI International, recently returned to the United States after a nine-city international tour with the Philadelphia Orchestra. He emphasized that in Salzburg, several hotels had virtually no security programs. But then, they did not need them because the environment was comparatively safe.

In Amsterdam, however, which has a high crime rate, hotel security programs were much more in evidence. In one Amsterdam hotel, computerized cards were used for access to elevators, as well as to rooms. Mr. Hoffman said, to make it difficult for guests to gain access.

Key systems are a major concern for business travelers, according to security experts. They said that the keys that identify



Henry Darger/The New York Times

the hotel room number were the least safe. Many European hotels have not yet switched to computer-coded keys that do not identify the room number or floor.

Guests also should make sure that the front desk staff does not just give out room keys on request without finding out whether the person is registered in that room, experts said.

Once business travelers are in a hotel room, the quest for safety is not over. "You're very isolated in a hotel room," said Mr. Hogan. "Never open the door unless you know who's there."

To that end, Anthony G. Marshall, dean of the school of hospitality management at Florida International University in Miami, recommends that travelers do not stay in a hotel that does not have a peephole in the door. If someone identifies himself as a hotel employee, the guest should call the front desk to be sure someone was sent up.

In addition, guests should not be lured into a false sense of security if there is a door chain, which can easily be broken by a well-placed kick, several consultants said.

Fire safety is one area where many U.S. hotels are ahead of hotels in other countries, officials said. A number of disastrous hotel fires in the United States, including the MGM Grand Hotel fire in Las Vegas in 1980, have pushed U.S. hoteliers to improve fire detection and alarms.

But in other countries, travelers should ask what kind of smoke and fire detection system the hotel has. While few international hotels have sprinkler systems, they should at least have smoke detectors. And guests should find out what the nature of the alarm system is since it varies widely, with some countries using bells, some horns, some a siren-type noise.

Travelers should check for fire instructions and evacuation plans in any hotel room, but in Third World countries they should go even further.

"Whatever codes are in place at hotels in those countries are sometimes so weak they're ineffective," said Mr. Hogan. He urges travelers to find two exits when they check into a hotel, take time to walk to them and actually open the door. Because signs are often poorly placed and because fire often means no electricity, it is best to know ahead of time how to get to the exit door and what is behind it, he said.

Many U.S. business travelers prefer international hotels that bear the name of a U.S. chain they are familiar with, according to experts, who said the assumption is that they maintain the same safety standards as their U.S. counterparts.

One trend in U.S.-based hotels that has not caught on in other countries is the concept of a special wing or floor for women business travelers.

"I have not seen anything like that in Europe, nor do I think we will," said Mr. Hoffman. He said that women traveling abroad usually do not show any more concern for their personal safety than men.

There are important aspects of safe travel that business people can learn from Europeans, Mr. Hoffman said. One is to report people loitering to hotel security personnel, something Europeans do quickly and often.

The other is to be wary of children in groups or women with children begging near hotels or tourist areas. "You'll lose everything you've got," he said.

SEARON WARREN WALSH is a financial reporter for The Washington Post who covers the service industries.

High-Tech Lodgings Groomed To Remember a Guest's Needs

The new amenities also help hotels to cut costs.

NEW YORK — In some hotels, guests can now use a credit card to unlock the door of their room electronically. Once inside, they can program the television set to order breakfast, keep tabs on their spending, receive telephone messages and check out.

If they have stayed there before, the hotel may have their "guest history" — a record on a floppy disk of requests for wines, newspapers or feather pillows.

"For one businessman, we know to put in his room a full bar, beef jerky, chocolate chip cookies, Nestlé's Crunch bars, Yoo-Hoo, A&W root beer, potato chips and pretzels," said Kathleen Duffy, a spokeswoman for the Hotel Parker Meridien in New York, which keeps computerized guest histories. "Such personal attention enables guests to feel like they're coming home again," she said.

Technology is changing the lodging industry, providing new amenities for guests and, hotel operators say, reducing costs and improving efficiency. Major hotel chains, including the Marriott Corp. and the Hyatt Corp., are introducing or expanding management systems, the backbone of a hotel's technology operations. These systems integrate and control with a central computer all front-desk operations, such as registration, room status and guest histories, as well as the hotel's finances.

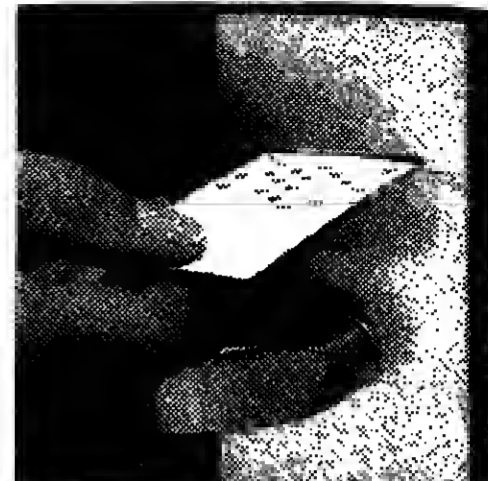
Two important factors have helped to accelerate the growth of high-tech hotels.

First, the proliferation of computers outside the workplace, such as automatic bank tellers on the street and personal computers in the guest room. Second, stagnant occupancy rates, following a building spree in the early 1980s, have forced hotel owners to introduce new amenities to get a leg up on the competition.

But even the smallest hotels are managing to get into the game because of the relatively low cost of microcomputers.

Not surprisingly, computer companies are saturating the market with hotel-related products. The number of such products — ranging from information processing, telecommunications and energy conservation to security, fire safety and audio-visual equipment — has risen to 4,000, from 960 in 1980, according to Larry Chervenak, president of Chervenak, Keane & Co., a consulting firm in New York that specializes in hotel technology.

But the technology also carries certain risks. "Too many lodging properties are paying more than they have to for property management systems, receiving fewer benefits than they have a right to expect or ordering systems that don't meet their requirements," Mr. Chervenak said. "It seems evident that too often the choice of system depends on which



Welcome to a computerized room.

vendor has the best salesperson, rather than which has the best system for the property's needs."

Floor planning can result in the installation of different computer systems that do not communicate, creating islands of information unbridged by a common language.

But when used properly, Mr. Chervenak said, "technology rids dull, dirty detail work and provides more time to be friendly to the guest."

For example, in-room video checkout systems, introduced last year, enable guests to speed their departure by setting their bills without talking to the front desk.

The leading supplier of video checkout services is Spectratyne Inc. of Dallas, which has installations in 133 hotels. Guests review their charges on the television screen and press a one-digit approval button on the television key pad on top of the set. A front-desk printer produces a copy of the bill, which the guest can either pick up or have mailed.

This year, Spectratyne has added two more services to the television screen — phone messages, sent by the hotel's operators, and breakfast menus, for room service.

Technology also helps operators run hotels more smoothly. Managers can use computers to monitor the alcohol supply of in-room bars instead of sending employees to every room, thus speeding the accounting for the guest and keeping the inventory up-to-date.

In the past year, 20 Hyatt, Ramada and Sheraton hotels have bought electronic bars from Roboserve, a London company. When a bottle is removed, a light beam is broken, activating a microprocessor on the back of the refrigerator and relaying the information through television cables to a central processing unit at the front desk.

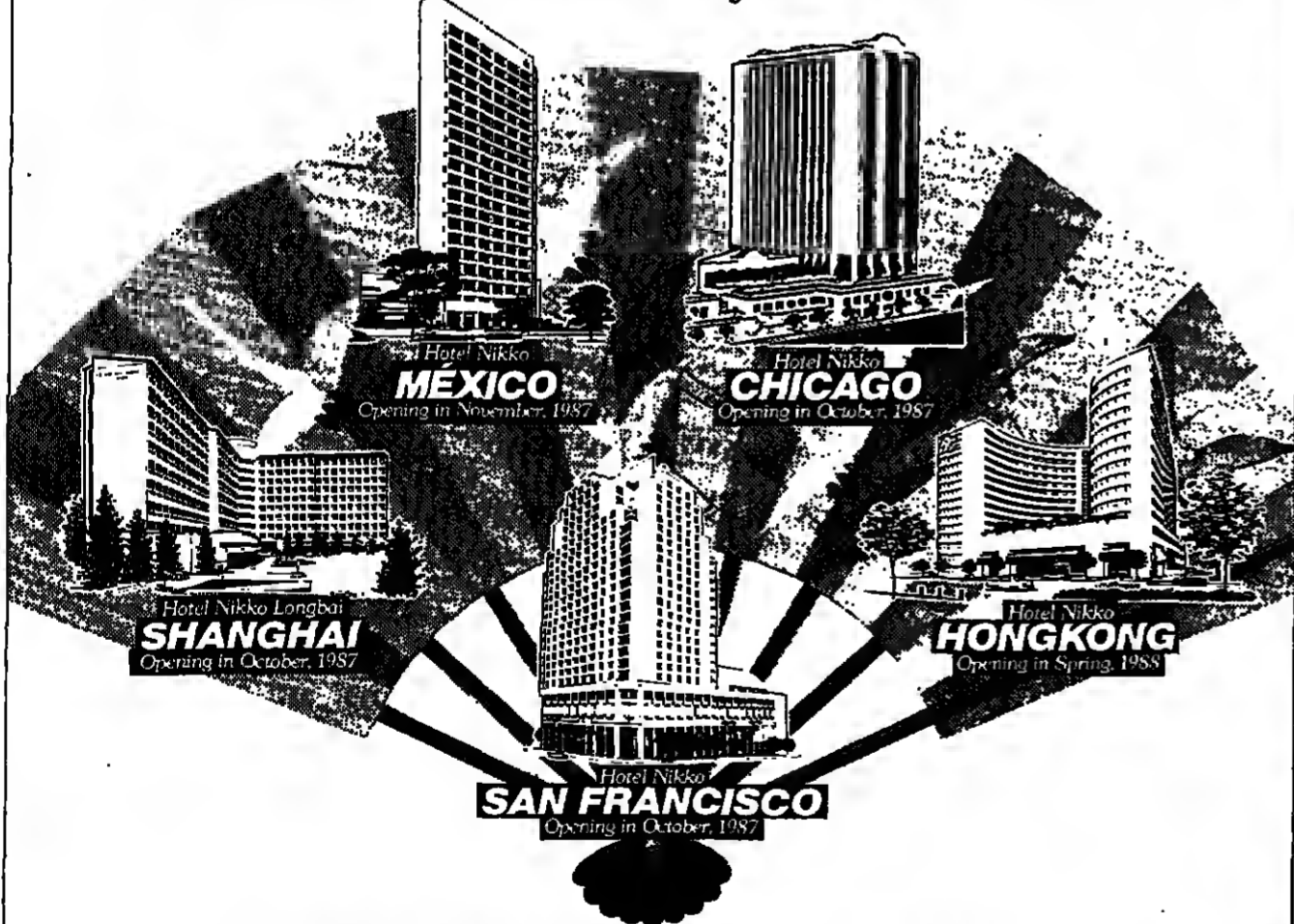
In addition, technology is being used to combat theft as more hotels install electronic locks. In hotels with conventional locks, many thefts occur because keys are stolen, duplicated or smuggled out by employees. Most electronic locks open with coded white plastic keycards that are slipped into a metal electronic lock. The locks are recorded for each new guest.

© The New York Times



Five new hotels. Five stars.

The Nikko Hotels network unveils five new world-class hotels.



Five great cities of the world are about to receive five outstanding new hotels. Each of these new Nikko Hotels will have its own character and distinctive kind of elegance. And of course, each will combine exquisite touches of its host nation's culture with the uniquely personal Japanese-style service that has made each of our hotels renowned throughout the world.

Hotel Nikko CHICAGO
425 guest rooms, located along the Chicago River. Banquet and meeting rooms, an executive lounge, health club and a quiet Japanese garden.

Hotel Nikko SAN FRANCISCO
In the heart of San Francisco near Union Square, with 325 rooms to accommodate guests in first class comfort. Indoor swimming pool, sauna and health club, convention facilities, outstanding Continental and Japanese cuisine.

Hotel Nikko MEXICO
New 38-story, 750-room deluxe hotel, situated on Mexico City's Reforma Boulevard adjacent to Chapultepec Park. Tennis, squash, swimming pool, a rooftop heliport, and a banquet hall for 1,400 guests.

Hotel Nikko Longbai SHANGHAI
New 419-room hotel will be the focal point of the new Hongqiao diplomatic quarter. 5 minutes from the airport and 20 minutes from the city center. Health club, special from the city center. Health club, special from the city center.

Hotel Nikko HONGKONG
Standing at the edge of the world's most fascinating harbor on the Kowloon side, 461 guest rooms, rooftop swimming pool, gym, sauna, and many other outstanding amenities.

The art of hospitality.



nikko hotels international

In addition to our directly-managed hotels, we also represent more than 85 other top hotels around the world. For reservations, call your travel agent, the nearest Japan Air Lines office • Frankfurt (069) 13900/London (01) 408-1000/Paris 4225-8505, 4225-5501 or Nikko Hotels International Reservation Center • Toll free in U.S. and Canada 1-800-NIKKO-US (645-5637)/Hong Kong 5-234318/Tokyo 03-281-4321



Tobacco of international distinction

THE WORLD'S MOST LUXURIOUS INVESTMENT.

GROSVENOR CANADA

From an outstanding collection of the most exquisite furs, we present:
Demi Bull Female Mink Coat £5,500
Demi Bull Mink Jacket £1,495
Rarvson Coat £2,995
Platinum Beaver Coat £5,495

And many more. Exclusively at Harrods Fur Salon, First floor, Harrods, Knightsbridge, SW1. Telephone: 01-763 1234.



In October, business, government and telecommunications leaders in Asia, Africa, Europe and the Middle East will turn their attention to the Telecom'87 in Geneva. But first, they'll turn to The International Herald Tribune.

The International Herald Tribune is required reading for leaders in telecommunication, government, the military, finance and business around the world. And at Telecom'87, 5,000 additional copies are specially distributed to the people you most want to reach. Take advantage of this important advertising opportunity in the IHT. For more information call:

- Michael Lee in New York (212) 752-3890
- Penny Lowe in London (1) 836-4802
- Wolfgang Lauterbach in Frankfurt (69) 72 67 55
- Malcolm Glenn in Hong Kong (5) 861-0616
- Patricia Goupy in Paris (1) 46379379

Herald Tribune
181, Avenue Charles-de-Gaulle
92521 Neuilly Cedex Paris, France
Tel.: (1) 46 37 93 00 Telex: 613595
Fax: (33-1) 46 37 93 70

Unwritten Rules

Putting a Good Face on Asia Tipping

The tip is a favor often hoped for, but almost never demanded.

By Ilsa Sharp

SINGAPORE—When in doubt, tip. Even in Asia. It's often a matter of "face." On the receiving side, tips no longer provoke effusions of gratitude. On the contrary, they are received with consummate cool.

With the exception of Japan, China and, to some extent, Singapore, tipping is an established practice in Asia today, albeit not quite as deeply entrenched as in the West. In very few places, however, are hands held out. The tip is a favor hoped for, sometimes expected, but almost never demanded.

Perhaps only in India is tipping virtually de rigeur, but travelers say the first-class service simply returns the compliment.

The unwritten rules in Asia are much like those anywhere else. If you are a foreigner, more so if you are a Westerner and still more so if you are at a Western-style establishment, you should probably tip. And this despite a built-in 10 percent or 15 percent service charge and government tax.

You should also tip servants if you stay in a private home.

Tipping began with the regional tourism boom in the early 1970s. Foreign visitors brought their tipping habits with them.

In Japan, tipping is still culturally disdained and considered offensive, although

in some Japanese establishments, standardized tipping rates are posted.

"We act out of courtesy, not with money in mind. It is insulting to suggest otherwise," explained a well-traveled Japanese based in Singapore.

In China, the tales of bellhops chasing after guests to return attempted tips died out after the Cultural Revolution in the early 1970s.

"It's got so you kind of can't find the waiters any more if you don't tip," said a regular traveler to China, a Briton working in the oil industry. He said this was especially true in southern China.

The Chinese authorities passed a law prohibiting the practice this year. In the Asia-Pacific region, besides China, only Australia has such a law. It remains to be seen how much still goes on under the tables in China.

In Singapore, tipping is a commonplace practice but one officially discouraged by the government.

Listed prices at most Singapore hotel, restaurant and hotel shops are quoted "plus, plus," i.e., plus 10 percent service charge, plus 3 percent government tax collected by the Singapore Tourist Promotion Board. Many foreign guests add a third "plus" to the bill with their tip.

Yet the majority of establishments stamp their bills in red, "No Tipping, Please." The 69-member Singapore Hotel Association

passed a resolution to do so six years ago.

"We did not want service industry jobs to become menial, nor service workers to become servile, depending on tips," said the executive director of the Hotel Association, Pakir Singh. "We wanted them to feel pride in their work, to feel confident, like the Japanese do. I believe we were the first in the region outside of Japan to take this kind of action."

As the British manager of Trader Vic's restaurant-bar, John Meikle, said, "Tipping here is almost nonexistent, from the Western point of view."

The action by the Hotel Association did not go down well throughout the industry. The 109-member Restaurant Association of Singapore has not officially followed this policy. Old-fashioned establishments still drawing on the "Hainanese mafia" of traditional Chinese waiters and chefs, report that the older staff resented the threatened loss of extra income.

Even though some of these are members of the Hotel Association, they have thus been unable to implement its guidelines.

Staff at prestigious Western-style restaurants take home only a maximum 80 Singapore dollars (\$40) a head extra a month from the tips pool.

Most Singapore restaurants—but not all—hand out percentages of the service charge pool to workers according to the number of industry points that their particular job carries. In many cases, the total 10 percent service charge is apportioned 7 percent to staff and 3 percent to the hotel.

At Singapore's Raffles Hotel, there was no service charge until six years ago, but plenty of tipping. However, the hotel has enforced the Singapore Hotel Association's no-tips ruling, but it has also replaced tips

with a service charge so the staff has not felt the loss of tipping income as keenly.

In Taiwan, tipping is what one traveler calls "an evil necessity." Tips of 5 percent to 10 percent are expected. This is understandable since service charges are only rarely passed on to the staff.

In South Korea, too, tips are expected but only in places catering to Westerners and they also build in 10 percent to 15 percent service charges. Airport porters expect generous treatment and taxi drivers may not necessarily return the change.

In Hong Kong, a tip of about 5 percent to 10 percent is always welcome despite the usual 10 percent service charge and tipping is expected in traditional Chinese restaurants which do not impose any service charge. As in Singapore, most guests leave their loose change or round off bills, as much as a matter of "style" as anything else.

In Malaysia, Indonesia, Thailand and the Philippines, however, where life is harder and salaries lower, even the smallest tip is received with gratitude although it is rarely demanded. However, in Thailand, a one-baht tip (less than 20 U.S. cents) would be considered worse than nothing. In Malaysia, there is an official drive to curb tipping. The practice is also largely optional in the Philippines.

In these countries, the 10 percent service charge is the norm. Government tax is also higher than in Singapore—from a 7.25 percent tax for restaurants outside hotels up to 16.5 percent for restaurants with a dance floor in Thailand, 5 percent in Malaysia and 5.5 percent in Indonesia, for example.

ILSA SHARP is a journalist based in Singapore.

Where to Tip in Asia

CHINA	Discouraged
HONG KONG	Welcomed
INDIA	Expected
INDONESIA	Welcomed
JAPAN	Unseemly
MALAYSIA	Welcomed
PHILIPPINES	Welcomed
SINGAPORE	Discouraged
SOUTH KOREA	Expected
TAIWAN	Expected
THAILAND	Welcomed

'Oasis' of Common Sense

In the Air and on the Ground, Singapore Is an Efficient Executive Suite

By Paul Zach

SINGAPORE—In the often chaotic and usually overpriced world of business travel, this equatorial island is an oasis of common sense. Few if any of the world's business centers surpass it for efficiency, comfort and cost.

In fact, Singapore itself resembles a tidy, well-equipped state-of-the-art executive office suite with a well-trained staff.

That impression begins as soon as you get off the plane, or, if you happen to be traveling Singapore Airlines (SIA), when you get on it.

Singapore Airlines' rise to prominence has been well-documented. Early this month, the International Travel Research Institute voted it the top choice of travel agents of 52 airlines flying in the Asia-Pacific region. It received high marks for business-class facilities, in-flight service, food and beverages, safety and check-in convenience. SIA's flies

Singapore's low cost is largely the result of a glut of nearly 30,000 hotel rooms, many of them new.

to 52 cities in 35 countries, undoubtedly a factor in its favor.

Another factor in the airline's popularity is its home base.

At Singapore's Changi Airport, the mechanical and human machinery is so well-oiled that it is possible to get through immigration, pick up your baggage, negotiate customs (officials rarely do more than smile at most passengers), and slide into one of the hundreds of clean, new air-conditioned taxis on standby for the 9-mile (14.5-kilometer) ride to the

business and hotel districts—all within 15 minutes.

Busy executives will find a business center stocked with stenographers, secretaries, word-processors, IDD phones, telex and fax, courier service and meeting rooms. The airport authority has set up VIP lounges, complete with refreshments and bedrooms.

Changi serves 45 international airlines flying to 90 cities in 51 countries. These connections and the ease of commuting through Changi are among the major fac-

tors that have attracted many multinational firms and corporations to establish regional headquarters in Singapore.

With the uncertainty over Hong Kong's future, Singapore has become increasingly important as a gateway to doing business in China. SIA and CAAC fly four times a week to and from Shanghai and Beijing, which makes it almost as easy to get there from Singapore as from Hong Kong.

Multinationals from the East, notably Japan, and the West, notably the United States and Europe, are among the 3,400 foreign firms operating in Singapore, according to the most recent count

by Kompas. Many are regional headquarters. These firms have been drawn by the country's labor force: the level of education and skills are high and virtually everyone involved in the business world speaks English, and often one or two other languages, fluently.

Others factors that businessmen find attractive are Singapore's infrastructure, such as its high-tech telecommunications services, excellent schools, sanitation, public transportation systems, recreational facilities and range of accommodations, from palatial old British "black-and-white colonial" to luxurious, full-facility condominium complexes.

All this is available at a low cost, as big business capitals go. For instance, the latest independent survey by Price Waterhouse showed that the cost of a trip to Singapore, based on the shared cost of two people traveling together, averages \$68 per person per day inclusive of hotel, food, local transportation and sightseeing.

Only neighboring Kuala Lumpur in Malaysia ranked lower at \$65, while Bangkok, at \$80, Manila at \$83, Jakarta at \$94 and Hong Kong at \$103 were higher. Such business meccas as Tokyo, Paris and London cost \$199, \$175 and \$173, respectively.

The low cost is largely the result of a glut of nearly 30,000 hotel rooms, many of them new and plush.

The Sheraton Towers, between the popular Newton Circus and the heart of the Orchard-Scotts shopping-nightlife district, started the trend toward personalized business hotels when it opened last year. It is quiet, there are butlers on every floor, the valet parking is free for guests and visitors. Rates start at \$100 for a single/double, plus tax and service.

The Sheraton Towers' stiffest competition for businessmen is the Oriental, another link in the Mandarin Oriental chain, which

operates Bangkok's Oriental and Hong Kong's Mandarin. It is located in the new marina square complex of three hotels on the fringe of the Shenton Way business-government district with a lovely ocean view.

Rooms at the Oriental start at \$70 and run to nearly \$1,000 a night for the presidential suite. For an additional \$30, the hotel will have a Jaguar Sovereign waiting to take you in from Changi.

PAUL ZACH, a journalist based in Singapore, is the author of "Indonesia: Paradise on the Equator," (Times Editions, 1986).

gings Groomer
a Guest's Need

WELCOME TO THE INTERNATIONAL

In October,
business, government
telecommunications
leaders in Asia,
Africa, Europe and
the Middle East
will turn their
attention to
the Telecom 87
in Geneva.
But first,
they'll turn to
The International
Herald Tribune.

Oberoi Hotels International
When everything has to be just right

Oberoi Hotels International

THE OBEROI BOMBAY • THE OBEROI TOWERS BOMBAY
THE OBEROI BANGALORE • THE OBEROI GRAND CALETTA
THE OBEROI NEW DELHI • THE OBEROI MADRAS DELHI
THE OBEROI BANGALORE II • THE OBEROI
THE OBEROI MUMBAI • THE OBEROI COCHIN
THE KRISHNA OBEROI HYDRABAD • THE LASS OBEROI KATHWAR
THE OBEROI CLARK'S SEMINAR • THE OBEROI CHENNAI

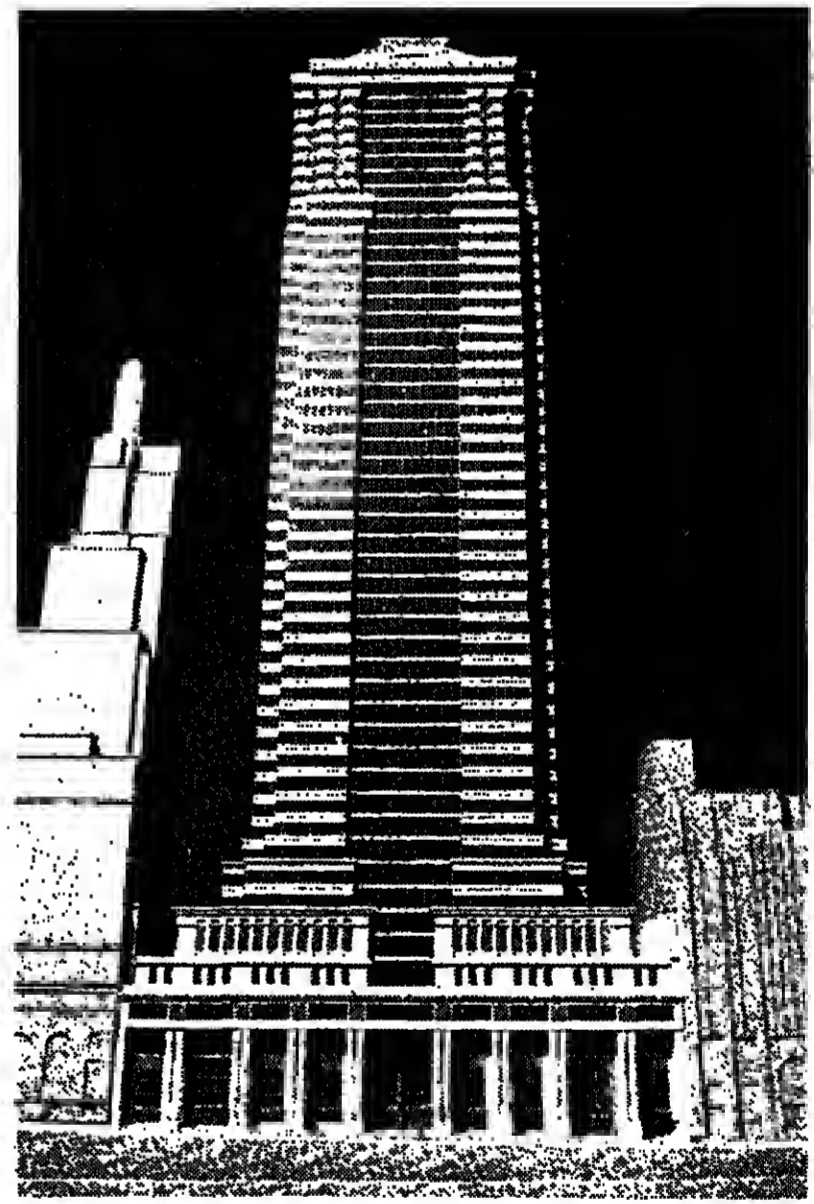
RESERVATIONS THROUGH YOUR TRAVEL AGENT, The Oberoi Hotels of the World (LONDON) 0-800-181-123
(W. GERMANY) 01-30-21-10 (NEW YORK) 800-225-0800, L.H. (NEW YORK STATE) 212-841-1111
(PARIS) 472-36073 (TOKYO) 215-51-41 OR THE OBEROI SALES OFFICES (SYDNEY) 02-276-061 (CAIRO) 857999

AS
OSI
PHONE.

AT&T
The right choice

"The techniques change. The principles don't."

Combining capital strength with financing, advisory, trading, and investment skills throughout the world, J.P. Morgan continues to innovate to serve our clients better. Yet the principles that guide us in today's integrated, technology-driven financial markets haven't changed in 125 years. In everything we do the client's interests come first, a way of doing business that produces impartial, objective advice on any matter, however confidential. Many years ago J.P. Morgan himself said it best: "The client's belief in the integrity of our advice is our best possession."



Change linked to continuity: J.P. Morgan's new headquarters rise on Wall Street two blocks from where the firm has had its principal offices for more than a century.

JPMorgan

© 1987 J.P. Morgan & Co., Incorporated.
J.P. Morgan is the worldwide marketing name for
J.P. Morgan & Co., Incorporated and for Morgan Guaranty
Trust Company, Morgan Leake & Co., and
other J.P. Morgan subsidiaries.

WANGYU BANK (SCHWEIZ) A
the Swiss bond market
CH-8023 ZÜRICH
SEPTEMBER 22, 1987
INTERNATIONAL STOCK M
Exchange Is
Establish Own Id
BY BILL SING
The challenge
merely our
becoming
these days
Currency Rates
Interest Rates

XEROX® and THE FINANCIAL MACHINE™ are marks of XEROX CORPORATION.

THE NEWEST PART OF THE XEROX FINANCIAL MACHINE.

Xerox Financial Services proudly announces the acquisition of Furman Selz Holding Corporation. This fine New York-based institutional research, brokerage and investment banking firm is a choice new component of The Xerox Financial Machine.

Furman Selz meshes well, bringing along a powerful new equity investment capability—an effective expertise that ranges all the way from institutional investing to corporate finance. They join Crum and Forster, Xerox Credit

Corporation, Xerox Financial Services Life, Van Kampen Merritt and a select group of other financial and joint venture companies. All part of a monetary mechanism that's geared for power, precision and professionalism.

All part of Xerox Financial Services.

XEROX

FINANCIAL SERVICES

THE FINANCIAL MACHINE



Monday's NYSE Closing

Totals include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

Table of NYSE stock prices including columns for 12 Month High/Low, Div. Yld. PE, and various stock symbols like AIG, AIGP, AIGS, etc.

12 Month High/Low Stock

Table of 12-month high and low stock prices for various companies.

12 Month High/Low Stock

Table of 12-month high and low stock prices for various companies.

U.S. Futures

Table of U.S. Futures prices for various commodities like Wheat, Corn, Soybeans, etc.

AMEX High-Lows

Table of AMEX High-Lows for various stocks.

Food

Table of Food commodity prices including Coffee, Sugar, Orange Juice, etc.

Metals

Table of Metals commodity prices including Copper, Aluminum, Silver, etc.

Stocks

Table of Stock prices for various international markets.

Commodity Indexes

Table of Commodity Indexes including S&P 100, DM Futures, etc.

French Privatizations Are Being Assailed on Grounds of Favoritism

PARIS — The French government's handling of its privatization program is under attack by political opponents who allege favoritism in the sale of shares.

Soviet Cut Trade Deficit With West in First Half

MOSCOW — A decline in imports cut the Soviet trade deficit with the West in the first six months of the year by more than half in comparison with January-June 1986, according to official figures.

Paris Commodities

Table of Paris Commodities prices for various goods.

London Commodities

Table of London Commodities prices for various goods.

Large advertisement on the right side of the page for 'Mini SDI' and other products, including 'Again Sweet' and 'The Quarterly Report'.

BUSINESS ROUNDUP

Ferranti, SDI Contractor to Merge

By Warren Getler
International Herald Tribune
LONDON — Ferranti PLC said today that it had agreed to merge with U.S.-based arms and electronics group International SDI & Control Group PLC...

Philips Again Sweetens Bid for Remainder of U.S. Unit

By Ronald van de Krol
Special to the Herald Tribune
AMSTERDAM — Philips NV, Dutch electronics group, said today it plans to raise its bid for outstanding minority shares in North American Philips Corp. subsidiary by \$6 to \$56, the second in four weeks that it has sweetened its offer.

NatWest to Raise \$100 Million in Tokyo Share Issue

Reuters
LONDON National Westminster Bank PLC said today that it planned to raise about \$100 million (\$165 million) by issuing common stock in the Tokyo Stock Exchange.

PACIFIC: Identity Search

Continued from first finance page
A security at a set price during a fixed period of time. Index options involve an investor's speculation on the movements of certain prices of stocks or other financial instruments.

Electric Co. Bought Lear Siegler

Electric Co. bought Lear Siegler Aerospace for \$205 million. This move shows that British companies are beginning to realize that if they want to significantly penetrate the U.S. Department of Defense business...

Kleinwort Plans Rights Issue After Profit Slumps 34%

Reuters
LONDON — Kleinwort Benson, Lonsdale PLC is planning a rights issue after making a \$37.91 million pretax profit for the first half, 34 percent down from \$57.67 million a year earlier...

Bethlehem Studied Chapter 11

Reuters
NEW YORK — Bethlehem Steel Corp. said Monday that it had considered filing for protection under Chapter 11 of the U.S. Bankruptcy Code and it foresees events that might lead to such a filing.

Peugeot Silent on Report Of Calvet's Threat to Resign

By Jacques Neher
Special to the Herald Tribune
PARIS — Peugeot SA said Monday that it would not confirm or deny a report that its chairman, Jacques Calvet, was threatening to resign if the government went ahead with a plan to recapitalize its main competitor, Renault.

Storehouse PLC Rebuffs Feeler From Mountleigh

Reuters
LONDON — Mountleigh Group PLC said Monday that it had instructed its financial advisers to discuss terms of a possible bid for Storehouse PLC.

Refusal Recommended In USAir Piedmont Bid

United Press International
WASHINGTON — A Transportation Department official recommended Monday that the government reject USAir's application to purchase Piedmont Aviation Inc. for \$1.6 billion.

The Coffee Alternative

If you've noticed that gold is getting less responsive to horrifying news, think about commodities that may be coming into true short supply. Indigo has theories about coffee that could interest you.

BUSINESS PEOPLE

Intercontinental Hotels Replacing CEO, Sternik

By Arthur Higbee
International Herald Tribune
Intercontinental Hotels Corp. has accepted the resignation of its chief executive officer, Hans G. Sternik, and plans to appoint a successor in the next week or so.

Bond Raises Heileman Bid

Reuters
LA CROSSE, Wisconsin — G. Heileman Brewing Co. said Monday that Bond Corp. Holdings had raised its offer for the company to \$40.75 a share from \$38, increasing the value of the bid from around \$1.01 billion to \$1.08 billion.

ASEA Promotes Robotics Chief

International Herald Tribune
VASTERAS, Sweden — ASEA AB has promoted its robotics chief, Bjorn Weichbrodt, with a view to expanding robotics sales worldwide, especially in the United States.

AMERICAN EXPRESS COMPANY N.V.

The undersigned announces that on 21st September 1987 at Koo Associates N.V., Spoorstraat 172, Amsterdam, div. no. 39 of the CDRL American Express Company, each rep. 5 sha. will be possible with Dfl. 3.30 net (div. per share) plus 0.03 Dfl. 1987 gross (US \$0.28 per share). After deduction of 15% USA-tax = \$0.30 = Dfl. 0.61 per CDRL Div. eps. belonging to non-residents of the Netherlands will be paid after deduction of an additional 15% USA-tax (= \$0.30 = Dfl. 0.61) with Dfl. 2.69 net.

DP America growth fund
The Quarterly Report as of 30th June 1987 has been published and may be obtained from:
Pierson, Madsing & Pierson N.V. Herengracht 214, 1016 BS Amsterdam

Who's importing what in the U.S. today?
You don't have to guess anymore. PIERS can supply you with the facts rapidly and accurately. The Journal of Commerce (New York) stations 150 reporters in 52 ports coast to coast who transcribe the details of every individual shipment entering or leaving the country.

MEESCHAERT ROUSSELLE
...because on the newly opened Paris exchange, size means nothing without savoir-faire.
Let the specialized knowledge, comprehensive research resources, and sophisticated information systems of a long established market leader open the way to your investment success in France.
Meeschaert Rousselle, the Parisian partner for the discerning investors.
Member of the Paris Stock Exchange
16 Boulevard Montmartre 75009 Paris
Telephone/Télex: (1) 42 46 72 64 - Télex: 660 113

Monday's AMEX Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

Table with columns: 12 Month High, Low, Stock, Div. Yld. PE, St. High, Low, One Day Chg. Lists various stocks like ABL, ABLG, ABLN, etc.

Table with columns: 12 Month High, Low, Stock, Div. Yld. PE, St. High, Low, One Day Chg. Lists various stocks like ABL, ABLG, ABLN, etc.

Table with columns: 12 Month High, Low, Stock, Div. Yld. PE, St. High, Low, One Day Chg. Lists various stocks like ABL, ABLG, ABLN, etc.

Table with columns: 12 Month High, Low, Stock, Div. Yld. PE, St. High, Low, One Day Chg. Lists various stocks like ABL, ABLG, ABLN, etc.

Table with columns: 12 Month High, Low, Stock, Div. Yld. PE, St. High, Low, One Day Chg. Lists various stocks like ABL, ABLG, ABLN, etc.

Table with columns: 12 Month High, Low, Stock, Div. Yld. PE, St. High, Low, One Day Chg. Lists various stocks like ABL, ABLG, ABLN, etc.

Table with columns: 12 Month High, Low, Stock, Div. Yld. PE, St. High, Low, One Day Chg. Lists various stocks like ABL, ABLG, ABLN, etc.

INTERNATIONAL FUNDS (Quotations Supplied by Funds Listed) 21st Sept. 1987

Net asset value quotations are supplied by the Funds listed with the exception of some quoted below on issue price.

Large table listing various international funds with columns for fund name, currency, and other details.

Other Funds

Table listing other funds with columns for fund name, currency, and other details.

Floating-Rate Notes

Table listing floating-rate notes with columns for issuer, coupon, and other details.

Deutsche Marks

Table listing Deutsche Marks with columns for issuer, coupon, and other details.

Japanese Yen

Table listing Japanese Yen with columns for issuer, coupon, and other details.

AS - American Dollars; BF - Belgian Francs; CC - Canadian Dollars; DM - Deutsche Marks; EC - European Currency Unit; FF - French Franc; Lit - Italian Lira; L.P. - Luxembourg Franc; SF - Swiss Franc; Y - Yen; etc.

Be sure that your fund is listed in this space daily. Telex Matthew GREENE at 61359F for further information.

Large advertisement on the right side of the page, including 'SHERIDAN MORLEY IN THE HT EVERY WEDNESDAY WITH PERCEPTIVE CRITICISM OF THE LONDON THEATER' and 'SOURIN MELIKIAN'.

CURRENCY MARKETS

Dollar Up Slightly in Cautious Trade

NEW YORK — The dollar rose fractionally higher Monday... The dollar closed at 1.5055 Swiss francs, up from 1.4955, and at 6.0475 French francs, up from 6.0150.

London Dollar Rates table with columns for currency, bid, and ask prices.

The dollar also closed at 1.5055 Swiss francs, up from 1.4955, and at 6.0475 French francs, up from 6.0150.

Put Out by Ranking, 5 Firms Quit Syndicate

By Michael Quint NEW YORK — Rather than publicly accept a ranking that they deemed unbecoming, five Wall Street securities firms have decided not to participate in this week's \$2.4 billion financing for the Farmers Home Administration.

The 13 regional and minority-owned firms were elevated to the category of junior manager. The move to make minority firms more prominent in underwriting syndicates is an increasingly common and contentious version of affirmative action on Wall Street.

U.S. Treasury Delays Bill Sales

WASHINGTON — The Treasury Department postponed Monday its weekly auction of Treasury bills as well as special auctions of two four- and seven-year notes later this week because Congress has not passed legislation to maintain the debt ceiling.

Jobs vs. Inflation: A Harsh Equation Softens Up

Many Experts Say Unemployment Can Fall More Without Spurring Prices

By Peter T. Kilborn NEW YORK Times Service WASHINGTON — A broad spectrum of economists, including advisers to President Ronald Reagan, think that the U.S. unemployment rate can now decline much more without precipitating a burst of inflation, which is often associated with low unemployment.

Now, because of huge changes in the economy's dynamics, notably absorption of postwar baby boomers and women, economists say that unemployment is settling back toward the low levels of two de-

cadies ago and allowing the government more time before it must put a cap on its spending.

The goal the government set then was a 4 percent unemployment, which assumed 4 percent growth.

People are going to argue over exactly what level of unemployment is the critical level where inflation accelerates.

—Barry P. Bosworth Economist at the Brookings Institution

Two decades ago, economists of the Kennedy and Johnson administrations became absorbed in debating the level of an unemployment rate that represented the optimum balance of jobs and noninflationary growth, a figure they called the "full-employment unemployment rate."

Monday's OTC Prices NASDAQ before 9:30 A.M. New York Times Via The Associated Press

Monday's OTC Prices table listing various stocks and their prices.

Market data table with columns for 24 Month High/Low, Div. Yld., and various stock symbols.

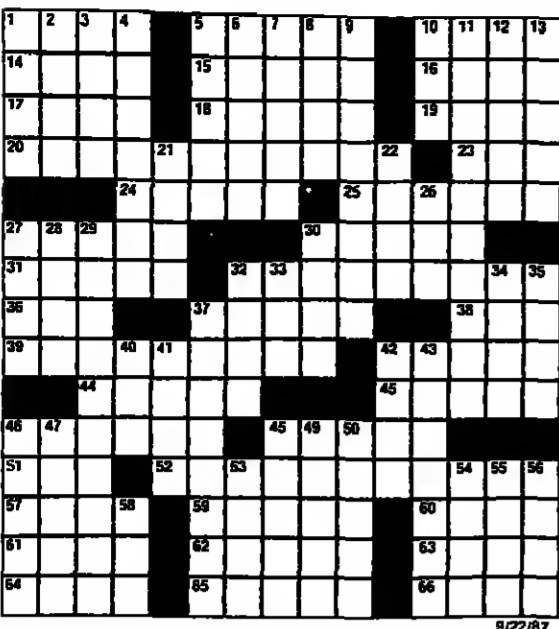
Market data table with columns for 24 Month High/Low, Div. Yld., and various stock symbols.

Market data table with columns for 24 Month High/Low, Div. Yld., and various stock symbols.

Market data table with columns for 24 Month High/Low, Div. Yld., and various stock symbols.

Monday's AMEX Closing Tables include the nationwide wire and do not reflect late trades elsewhere.

Monday's AMEX Closing table listing various stocks and their closing prices.



ACROSS
1 Women's U.S. Open tennis champ: 1968
5 See 51 Across
10 Twice DCL
14 Race track
15 Deep black
16 Words of surprise
17 Actor
18 Champion of dance
19 Veracious
20 Two-time Women's Open champ
23 C.P.A.'s employer, maybe
24 Jay Silverheels on TV
25 Uses a luge
27 One of the Days
30 Anouk from Paris
31 B&W
32 Saved, as one's strength
36 Building addition
37 Bounce back
38 Inner: Prefix
39 Popular
42 A Nobel Prize
44 Subject: 1925
45 — ball
46 Where Eugene may be seen
48 Human chaser

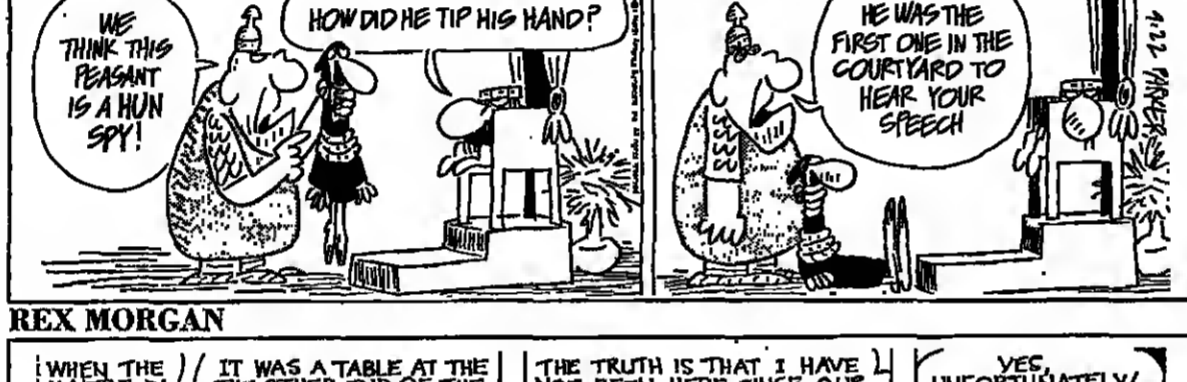
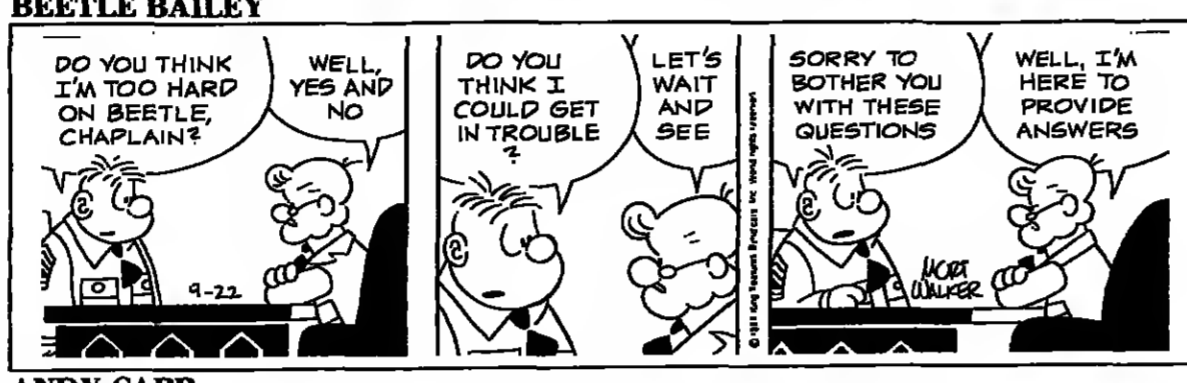


'I'LL BET THAT'S WHAT A FLOWER WOULD LOOK LIKE IF IT COULD FLY.'

JUMBLE THAT SCRAMBLED WORD GAME
Unscramble these four Jumbles. Use one letter to each square, to form four ordinary words.
DUMON
BYRDE
TREWTP
VOCONY
Answer here: A

WEATHER
EUROPE HIGH LOW ASIA HIGH LOW
Algeria 23 17 16 44 44 44
Athens 23 17 16 44 44 44
Athens 23 17 16 44 44 44
Athens 23 17 16 44 44 44
Athens 23 17 16 44 44 44

TUESDAY'S FORECAST - CHANNEL ISLES: BSKANKY; SOUTHWY; TEMPS: 22-27. LONDON: BSKANKY; SOUTHWY; TEMPS: 22-27. NEW YORK: Fair; TEMPS: 22-27. PARIS: Partly cloudy; TEMPS: 22-27. ROMA: Partly cloudy; TEMPS: 22-27. TOKYO: Partly cloudy; TEMPS: 22-27.



World Stock Markets
Via Agence France Presse Closing prices in local currencies, Sept. 21.
Amsterdam: ABN 47.48, ABN 47.48, ABN 47.48
Amsterdam: ABN 47.48, ABN 47.48, ABN 47.48
Amsterdam: ABN 47.48, ABN 47.48, ABN 47.48
Amsterdam: ABN 47.48, ABN 47.48, ABN 47.48

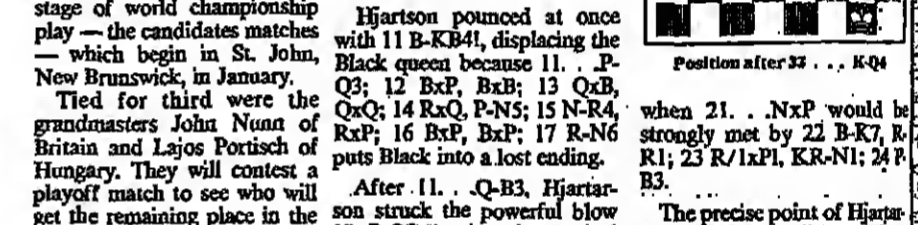
BOOKS

PASSION BY DESIGN: The Art and Times of Tamara de Lempicka
By Baroness Kizette de Lempicka-Foxhall as told to Charles Phillips. Illustrated. 191 pages. \$29.95. Abbeville Press, 505 Park Avenue, New York, N. Y. 10022.

Reviewed by John Gross
TAMARA DE LEMPICKA — you may not recognize her name, but there is a fair chance that you have seen her face. It gazes out from one of her most frequently reproduced paintings, the "Auto-Portrait" of 1925, also known as "Tamara in the Green Bugatti". The young blond driver sits at the wheel of her car, with full red lips and sensuous eyes, gloved and helmeted like an aviator (though the helmet looks curiously metallic) — the perfect image of modernity, 1925 vintage, and the embodied spirit of Art Deco.

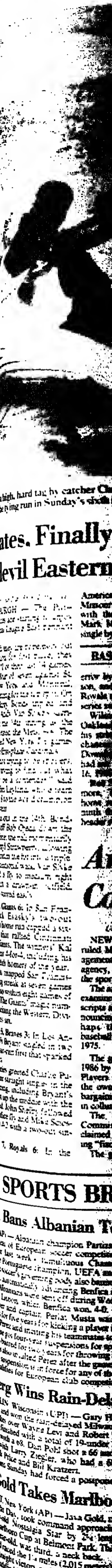
CHESS

By Robert Byrne
While it is not unusual for Black in the Sicilian Variation to develop his knight on f3 before moving the queen, the question of how he should develop his king's knight, Marin carried this program a little too far in playing 10... R-B1? instead of 10... N-B3.



Hjartarson pounced at once with 11 B-KB4, displacing the Black queen because 11... P-Q3; 12 BxP; B-B3; 13 QxQ; 14 R-Q4; R-N4; N-R4; 16 BxP; BxP; 17 R-N6 puts Black into a losing endgame. After 11... Q-B3, Hjartarson struck the powerful blow 12 P-QR4 with the tactical point that 12... P-N5? was playable in view of the smothering 13 N-N5!; B-B4 (13... P-N5; 14 PxB; B-B4; 15 PxB; BxQ; 16 BxP coaxes Black heavy material); 14 QxP; QxP; 15 N-Q6ch; BxN; 16 BxP.

High Low Close
122 Norddeutscher Lloyd 323 314 314
123 Norddeutscher Lloyd 323 314 314
124 Norddeutscher Lloyd 323 314 314
125 Norddeutscher Lloyd 323 314 314



picka died in 1980 her daughter, the Baroness Kizette de Lempicka-Foxhall, began to collect her letters and papers and start making notes of her own. Her relationship with her mother had been a difficult one: she was anxious to get down the story in a way that would, in the words of Charles Phillips, "banish the ghost" and at the same time do Lempicka justice.

Her subsequent success brought her into contact with many leading artists and writers of the time (she painted a striking portrait of André Gide, for example), but she also lost one foot firmly in the world of smart society. One of the most oddly contorted and powerful of her portraits was of a Spanish dancer, Nana de Herrera. It was commissioned by Nana de Herrera's lover, a wealthy Hungarian called Baron Kuffner, and the authors describe it as "something of an assassination"; shortly after it was finished Lempicka replaced the dancer as Kuffner's mistress. It was as Baroness Kuffner (they married in 1933) that she sailed with him to America in 1939.

John Gross is on the staff of The New York Times.

SPORTS BR...
Albanian Te...
Wins Rain-Del...
Gold Takes Marlbor...

SPORTS

Bengals' Tactical Error Helps 49ers Win on Final Play, 27-26



Despite a high, hard tag by catcher Charlie Moore, Yankee baserunner Mike Pagliarulo slid in with the tying run in Sunday's sixth inning. But Toronto went on to defeat New York, 6-2.

Cincinnati — The San Francisco 49ers beat the Cincinnati Bengals here Sunday thanks to a sequence of plays that Bill Walsh, the winning coach, said belongs in a football toppers film. In one of the National Football League's most improbable finishes, San Francisco stopped the Bengals two seconds short of running out the clock, and then Joe Montana threw a 25-yard touchdown pass to Jerry Rice, rallying the 49ers to a 27-26 triumph. "This happens once in a century," Walsh said. "It has to be the most amazing finish. It will go into those funny movies. It was crazy. I just cannot believe it."



Against Kansas City on Sunday, Seattle's Steve Largent became the second player in NFL history to catch 700 passes.

Pirates, Finally Making Their Move, Bedevil Eastern Division Contenders

PITTSBURGH — The Pittsburgh Pirates are starting to enjoy the National League East pennant race. Although they are hopelessly out of contention for first place, they have won 11 of their last 14 games, including four of seven against St. Louis, New York and Montreal, who are battling for the top spot. On Sunday, Barry Bonds tripped and scored on Andy Van Slyke's sacrifice fly in the 14th inning as the Pirates defeated the Mets, 9-8. The loss dropped New York 2 1/2 games behind the first-place Cardinals. "We're not trying to be spoilers, we're just trying to find out what it's like to be a contender," said Manager Jim Leyland, whose team lost 17 of 18 to the world champion Mets last year. With one out in the 14th, Bonds hit a shot off Bob Ojeda down the right-field line; the ball momentarily eluded Darryl Strawberry, allowing Bonds to stretch the hit into a triple. After an intentional walk, Van Slyke then lofted a fly to medium right field against a drawn-in outfield, and Bonds scored easily.

Arbiter Rules Baseball Owners Conspired to Limit Free Agency

NEW YORK — An arbitrator ruled Monday that baseball management conspired to restrict free agency, a decision certain to upset the sport's power structure. The arbitrator, Thomas Roberts, examined 5,682 pages of transcripts and 288 exhibits before announcing a decision viewed as perhaps the most significant in baseball since free agency began in 1975. The grievance was filed Feb. 3, 1986 by the Major League Baseball Players Association, charging that the owners violated the collective bargaining agreement by working in collusion not to sign free agents. The league's 26 owners and Commissioner Peter Ueberroth claimed management was practicing "fiscal responsibility." The grievance was filed on behalf of the 63 players in the 1985-86 class of free agents, including Kirk Gibson, Phil and Joe Niekro, Carlton Fisk, Butch Wynegar and Donnie Moore. A similar grievance on behalf of 1986-87 free agents is being heard separately by another arbitrator. The conflicting sides will now have to settle such issues as awarding the players salaries they would have received in an open market, awarding punitive damages and declaring the players free agents. Donald Fehr, head of the players' union, announced a news conference for later Monday to discuss ramifications of the decision. The commissioner's office said it would also issue a statement later in the day. Gibson, the aggressive Detroit outfielder, is the most prominent member of the 1985-86 free agents. After a season in which he hit 29 home runs and drove in 97 runs, he received no offers from other teams and was sentenced to the Tigers. Before the decision was announced, Barry Rona, the owners' chief labor representative, said that regardless of the ruling he expects the owners to continue to use financial restraint in dealing with free agents. "I don't expect the owners to spend wildly," he said. "I don't anticipate there will be any significant change in the way owners negotiate or in their bidding." The crux of the dispute centered on two sentences at the end of the free-agency rules in baseball's basic agreement. "The utilization or nonutilization of [free-agency] rights is an individual matter to be determined solely by each player and each club for his or its own benefit. Players shall not act in concert with other players and clubs shall not act in concert with other clubs." The union claimed the owners were working together to stifle the free-agent market and filed a grievance. In August of last year, in the midst of hearings on the grievance, the owners fired Roberts; they were unhappy when the arbitrator ruled for the union in a case involving drug-testing clauses in contracts. The union claimed the owners fired Roberts because they were losing the collusion case. Roberts was eventually reinstated, but the incident delayed the final ruling. In 1975, arbitrator Peter Seitz created free agency when he voided the reserve clause, under which players were bound to their teams.

Despite Hints at Concessions, Strike Looms for NFL

By Gerald Ekererazi New York Times Service NEW YORK — Both sides in the National Football League labor talks said Sunday — but not to each other — that they are willing to make concessions on the knotty question of free agency. A strike is threatened for Tuesday, with free agency — an issue unlikely to affect most players — the key stumbling block. There has been no meeting since Friday and no new sessions were scheduled. But despite all the recent harsh words, Gene Upshaw, executive director of the player union, hinted Sunday he might be willing to put back the strike deadline. "I made a miscalculation that cost us," said Sam Wyche, the losing coach. "I don't blame anyone but me. We decided to pitch out to Brooks, figuring it would eat up the last few seconds. We'd thought about taking a punt, but we were afraid of something going wrong with either one. This is a game of inches and seconds, and that's what it was today." Cowboys 16, Giants 14: In East Rutherford, New Jersey, Bill Bates accounted for two of four Dallas interceptions, and Roger Ruzek kicked three field goals, lifting the Cowboys to an upset of the defending league champions. The Giants lost a second consecutive game for the first time since 1985. Seahawks 43, Chiefs 14: In Seattle, Dave Krieg threw three touchdown passes and Norm Johnson kicked a team-record five field goals to pace the Seahawk rout of Kansas City. Seattle's Steve Largent made two receptions, to become only the second player in NFL history to catch 700 passes. Charlie Joiner, who retired from the San Diego Chargers at the end of last season, is pro football's all-time leader with 750. Largent, 32, extended his NFL record streak of catches in consecutive regular-season games to 141. Bills 34, Oilers 30: In Orchard Park, New York, Jim Kelly threw three scoring passes, including a 10-yarder to running back Ronnie Harmon with 57 seconds left to rally Buffalo over Houston. Kelly was 26-of-42 passing for 293 yards. Vikings 21, Rams 16: In Anaheim, California, Wade Wilson connected with Hassan Jones for a 41-yard TD pass with 30 seconds left as Minnesota sent the Los Angeles Rams to their first 0-2 start since 1982. Broncos 17, Packers 17: In Milwaukee, Rich Karlis missed a 40-yard field goal with 13 seconds left in overtime, forcing Denver to settle for a tie. Rookie Don Majkowski, starting his first game for Green Bay, was 10-for-21 passing, with one TD. Denver's John Elway was 30-for-48 for 285 yards, but Broncos committed six turnovers. Raiders 27, Lions 7: In Los Angeles, Rusty Hilger passed 14 yards to Dobbie Williams for the go-ahead touchdown at 2:14 of the third quarter, and Marcus Allen and Vance Mueller rushed for insurance scores. Chargers 28, Cardinals 24: In San Diego, Lionel James returned a punt 81 yards for a touchdown and ran seven yards for another score as the Chargers built a 28-0 halftime lead. St. Louis quarterback Neil Lomax, who completed 32 of 61 passes for 457 yards, threw for three second-half touchdowns. Said Jim Conway, the assistant executive director of the league's negotiating group, the management side: "My ears perked up when I heard Gene say that." Conway then said the council would be willing to amend its last offer on free agency, suggesting it could make it easier for players to move by lowering the rounds in which draft picks would be required as compensation. "There could be even more draft picks permitted, lowering the price required for a free agent to move," Conway said. He added that "more players could be available to free agents." But further discussions, he cautioned, "should center around the current system, not jinking it."



SPORTS BRIEFS

UEFA Bans Albanian Team, Players BERN (AP) — Albanian champion Partizan Tirana has been banned from one year of European soccer competition and four of its players barred after last week's tumultuous Champions' Cup game against Benfica, the Portuguese champion, UEFA announced Monday. European soccer's governing body also banned Partizan from the current tournament, automatically advancing Benfica into the second round. All four Albanians were sent off during Wednesday's first-round, first-leg game in Lisbon, which Benfica won, 4-0. Goalkeeper and captain Perlat Mustaj was excluded from European competition for five years for kicking a player in the stomach, threatening referee Per Peres and inciting his teammates to follow suit. Niko Frasheri and Ibr Lame got four-year suspensions for spitting at Peres, while Arjan Ahmed was barred for two years for throwing ice at him. Partizan players and officials also insulted Peres after the game, a UEFA spokesman said. The team suspension is in force for any of the next five seasons in which Partizan qualifies for European club competition.

Hallberg Wins Rain-Delayed U.S. Golf FRANKLIN, Wisconsin (UPI) — Gary Hallberg shot a 6-under-par 66 Monday and won the rain-delayed Milwaukee Open golf tournament by two strokes over Wayne Levi and Robert Wrean. Hallberg finished with a total of 19-under 269; Levi closed with a 67 and Wrean with a 68. Don Pohl shot a 66 and finished at 16-under, tied for fourth with Larry Ziegler, who had a 68. At 14-under were Tom Byrum, Nick Price and Bill Kratzert. Heavy rains Sunday had forced a postponement of the final round.

Java Gold Takes Marlboro Cup by 2/4 ELMONT, New York (AP) — Java Gold, trained by Mack Miller and ridden by Pat Day, took command approaching the sixteenth pole and beat 5-year-old Nostalgia Star by 2 1/4 lengths in winning Sunday's \$750,000 Marlboro Cup at Belmont Park. The pace-setting Polish Navy, another 3-year-old, was third, a neck back. Java Gold raced the 1 1/4 miles (2,015 meters) on a good track in 2:01 for his fourth straight victory and sixth triumph in seven starts this year. The triumph solidified his leadership of the 3-year-old division.

The 1985-86 free-agent class includes Kirk Gibson of the Detroit Tigers, noted for his power hitting (here wearing Chicago infielder Julio Cruz), unless they were traded or released, and granted free agency to pitchers Andy Messersmith and Dave McNally. The decision had a profound effect on baseball. Players were able to sell their talents on the open market, and such wealthy owners as George Steinbrenner of the New York Yankees and Gene Autry of the California Angels stocked top players. Salaries skyrocketed from an average of \$52,200 in 1976 to \$412,520 last year. Stars such as Dave Winfield, Reggie Jackson, Koolie Fingers and Rich Gossage became free agents and justified their big salaries. Others, such as pitchers Don Stanhouse and Wayne Gardner, also signed lucrative contracts but suffered injuries and were of little value to their new teams.

SCOREBOARD

Table with columns for Baseball (Sunday's Line Scores, Major League Standings, Major League Leaders) and Football (NFL Standings, CFL Standings, European Soccer). Includes team names, scores, and various statistics.

Transition

BASEBALL American League KANSAS CITY — Ended the contract of John Wathan, manager, one year, through the 1988 season. PITTSBURGH — Sent Paul Pryor, pitcher, to the Chicago White Sox to complete earlier trade. NATIONAL LEAGUE CINCINNATI — Signed a two-year working agreement with Chattanooga of the Southern League. SAN FRANCISCO — Announced that Matt Williams, infielder, will replace Jani Youngblood, outfielder, on the 26-man opening roster. ST. LOUIS — Reacquired Curt Ford, outfielder, from the 27-day disabled list. FOOTBALL NATIONAL Football League DETROIT — Activated Vernon Sorenson, offensive lineman, from injured reserve. WASHINGTON — Activated Dave Brown, tight end, from injured reserve. PHILADELPHIA — Waived Brent Brantley, offensive lineman. PITTSBURGH — Placed Ken Woodard, linebacker, on injured reserve. SAN DIEGO — Signed Dwight Wheeler, offensive lineman. HOCKEY National Hockey League N.Y. RANGERS — Reassigned Peter Marty, goalie, and Paul Jenkins, Paul Maurice and John Davy, defenseman. Reassigned Terry Tott, left wing, to Flint of the International Hockey League; Simon Gosses, right wing, to Atlanta; and Jeff Gorton, center, to the AHL. Los Angeles: Don Laursen, left wing, to Granby of the QMJHL; Shon Houston, left wing, to Portland of the Western Hockey League; Mike O'Brien, center, to Seattle. Stars of the Ontario Hockey League: Darran Taylor, center, to North Bay of the OHL, and Mark Janssens, center, to Saginaw of the WHL. Signed Jan Ericson, left wing. COLLEGE CHICAGO — Named Bob Ormickowski assistant basketball coach. NEW MEXICO STATE — Named Jerry McLaughlin assistant basketball coach.

Table with columns for European Soccer (SPANISH FIRST DIVISION, Italian First Division, German Bundesliga, French Ligue 1, etc.). Includes team names and league positions.

ART BUCHWALD

The 'Black Hole' at CBS

WASHINGTON — The Dan Rather "black hole," as it has become known in news circles, is probably one of the most unique things to have happened in television.

This is what took place. Rather was in Miami to cover the pope and anchor the "CBS Evening News." To Rather's chagrin CBS Sports was broadcasting a whole of a tennis match between Loris O'Neil and Steffi Graf.



Buchwald

It was a standoff until 6:30 rolled around and Rather was told he had to hold off on the pope until the tennis game was over.

Now it gets interesting. While Rather was in the hall the tennis match ended. But there was no body in the studio to present the evening news.

Franco-American Group Seeks to Salvage Raider

PARIS — A Franco-American team is raising funds to salvage the Alabama, a Confederate raider sunk off the French coast during the U.S. Civil War expedition.

"Black Friday at Black Rock," the CBS brass have been scratching their heads trying to figure out what happened and what can be done about it.

It is one thing to say it, but another to actually do something constructive.

A source at CBS told me that one of the ideas the executives came up with is to station a pit bull by Rather's desk.

Another idea, in case the pit bull doesn't work out, is to put Rather in chains in the control booth with Diane Sawyer holding the key.

A TV expert on black holes has come up with voice-over audio tapes that would automatically start playing if CBS screens all over the United States.

A TV expert on black holes has come up with voice-over audio tapes that would automatically start playing if CBS screens all over the United States.

Whether CBS will resort to any of these strategies is not known at this time.

To make matters a lot worse, Nielsen took a survey and discovered that 25 percent of the viewers would want to watch women's tennis, 20 percent said they would rather tune in to the "Evening News" and 55 percent said if they had a choice they would prefer to stare at a black screen.

The Barber and the Best Seller

By Paula Span

NEW YORK — In the beginning, everyone seemed quite delighted with the arrangement — the barber, the business icon and the publisher.

The barber — Gio Hernandez, who owns a swank little salon in the Hotel Pierre where the mighty get manicured — called his client and "dear friend" the Chrysler Chairman Lee Iacocca on behalf of another client, a Bantam Books exec, to publish Iacocca's autobiography.

"Everything was very easy and very pleasant," Gio recalls, "until they started to make a lot of money on this book."

"Iacocca: An Autobiography" went on to become one of the biggest-selling U.S. nonfiction titles in history.

Now they're in court, Gio claiming that he's entitled to a literary agent's 10 percent commission.

"I can't wait to go to trial," Gio says.

Anyone whose head, pores or curls Gio tends becomes his dear friend, a list that includes the ABC News chief Roone Arledge, the New York Yankees' portendee George Steinbrenner, the film director Sidney Lumet, the superagent Mort Janklow and the broadcaster Frank Gifford, who gets regular pedicures.

A Cuban immigrant who built his clientele at Bergdorf's, then opened his own shop five years ago, Gio now charges \$100 for the first styling, a mere \$45 thereafter.



Gio, the barber who went to court for a commission.

him a seat on a booked plane. He's seen at the Super Bowl and the U.S. Open; he flew to Monte Carlo this spring for the Grand Prix.

"I don't mind to lose or win — well, I would like to win; it's my money, I should get it," Gio amends, combing and cutting. "The main thing is to prove the point."

The point, to Gio's way of thinking, is that the Bantam Vice President and Director of Publicity Stuart Applebaum, his one-time barbe, agreed to compensate him for his services as well as between (though how much compensation was never specified, he concedes).

But because Bantam executives apparently, at one time, felt Gio deserved something, the publisher sent him a check for \$5,000 in

November 1984. An accompanying invoice read "consultant fee re: Iacocca."

"He was very upset," Gio recalls. As Cohn, now deceased, put it to a reporter at the time, "If they'd called Gio in and praised him for his role and offered \$100,000 — a trifling sum under the circumstances, Cohn thought — he'd be the kind of guy who would have taken it."

Cohn, clearly not that kind of guy, sent the check back to Bantam with a note suggesting that perhaps the \$5,000 was a tip left after a haircut.

"I think it will go to trial and I think it will be successful," says Flip Tiffenberg of Saxe, Bacon.

In his decision, State Supreme Court Justice Harold Bær Jr. found that \$5,000 check "a sufficient memorandum of the oral agreement with the defendant."

The basis of the dispute, he ruled, was the sum to be paid. Literary agents normally receive 10 to 15 percent of authors' proceeds; they also typically perform more than introduction services.

He and Iacocca are "closer than ever," assures Gio. "It's the publisher, not the author," that's feeling his legal wrath.

Bantam, for its part, emphatically denies that Applebaum or anyone else at Bantam made any agreement with Gio. "We're confident that if and when this does go forward, we will prevail, because the claim is without any merit," says Sara Goodman, the associate general counsel for Bantam Books.

But because Bantam executives apparently, at one time, felt Gio deserved something, the publisher sent him a check for \$5,000 in

negotiate clauses right through their shampoos — and Gio feels his honor has been impugned by Bantam's insistence that he was not a player in the publishing coup of the decade.

He and Iacocca are "closer than ever," assures Gio. "It's the publisher, not the author," that's feeling his legal wrath.

INTERNATIONAL CLASSIFIED

CONGRATULATIONS and BIRTHDAY MESSAGE CENTER. CONGRATULATE SOMEONE, you'll feel better all over. Just contact your nearest IHT rep or Paris 46 37 93 05.

MOVING ALLIED WORLDWIDE MOVING. PARIS: (1) 43 43 23 64. DESBORDES COMPAGNIE GENERALE. FRANCE: (1) 93 21 35 72.

ANNOUNCEMENTS Call Your Toll-Free Number for the INTERNATIONAL HERALD TRIBUNE'S Instant Subscriber Service.

ANNOUNCEMENTS NOW CHARGE YOUR PHONE CALLS TO THE USA. Use Any Major Credit Card.

REAL ESTATE FOR SALE. PARIS & SUBURBS. FOCH - VICTOR HUGO. 135 sqm, MODERN, excellent duplex.

We celebrate 125th AUSTRIAN NATIONAL LOTTERY JACKPOTS. US \$ 3,200,000. US \$ 1,600,000. Only 110,000 tickets participate in weekly drawings starting 9th Nov. 87—21st April 88.

ATTENTION EXECUTIVES. Publish your business message in the International Herald Tribune. Pay daily rates - avoid exchange rate confusion.

BUSINESS OPPORTUNITIES. MAXIMUM BRITISH GOVT. Grants. To attract business to Dordrecht, North Wales (close to historic Chester).

FINANCIAL SERVICES. SWISS HANDLING OF INTERNATIONAL TRANSACTIONS. The key company for: Back to back transfers.

PROKOPP ANL's official distributor. Full 1/1 ticket US\$ 672.00. Half 1/2 ticket US\$ 336.00. Quart. 1/4 ticket US\$ 168.00.

REAL ESTATE FOR SALE. FRENCH PROVINCES. COTE D'AZUR, GRASSE. Beautiful 18th century 420 sqm. Burgundy, 7 rooms.

OFFSHORE & UK LTD COMPANIES. Incorporation and management in UK, Ireland, Hong Kong, Turkey, Argentina, Panama, Uruguay, Channel Islands, and most other offshore areas.

YOUR OFFICE IN PARIS. We are "All Year Service". Complete office services of two people working in Paris.

REAL ESTATE TO RENT/SHARE. PARIS AREA FURNISHED. Embassy Service. 8 Ave. de la République. 75008 Paris.

International Business Message Center. BUSINESS OPPORTUNITIES. MAXIMUM BRITISH GOVT. Grants. To attract business to Dordrecht, North Wales.

STAFF VACANCY AT British Consulate General, Marseilles. PERSONAL ASSISTANT to the Consul-General.

Plan for Partial Outlined by M. [Text partially obscured]

Large vertical advertisement on the right edge of the page, partially cut off. Includes text like "Kiosk", "Lawmaker", "Ministry", "Page 6", "Page 7", "Page 15", "Page 16", "Page 17", "Page 18", "Page 19", "Page 20", "Page 21", "Page 22", "Page 23", "Page 24".